A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

April 24, 1967

Multiple marketing at U.S. Trade Centers

International Trade Winds Newsletter

Company News

IRON ORE—American Metal Climax, Inc. (AMAX) has entered a joint venture to develop vast deposits of high-grade iron ore in Western Australia. Joint participation is as follows: AMAX Iron Ore Corp.—25%; Dampier Mining Co. Ltd.—30%; Pilbara Iron Ltd.—30%; Mitsui-C. Itoh Iron (Pty.) Ltd.—10%; Seltrust Iron Ore Ltd.—5%. Mt. Newman Mining Co. (Pty.) Ltd. will manage the project under the direction of an operating committee. The deposit is estimated to be one of the most extensive sources of hematite ore in the world.

ELECTRICAL APPARATUS—The IGE Export Division of General Electric Co. has added eight new franchised service shops in Western Europe for repair of GE motors, transformers, meters and instruments. These are located in the United Kingdom, Italy, France and Greece. IGE presently has 67 service shops in 36 countries, to assure overseas customers of prompt, reliable apparatus repair.

STEEL—Armco Steel Corporation's Sutherland, Australia, plant will start a dip galvanizing line for guardrails, large drainage structures, and other products manufactured at the plant. The growth of highway construction plus mining exploration and development has created increased demand for Armco products in Australia. Expansion of Armco's welded building parts plant there is currently under way.

RUBBER—The Goodyear Tire & Rubber Co. has dedicated a new $10 million plant in Thomastown, Australia, to produce passenger car tires for the Australian market and for export. Goodyear's first factory in Australia was built in 1927 at Granville, outside Sydney. The Thomastown plant is Goodyear's 98th throughout the world.

AUTOMOTIVE EQUIPMENT—The Bendix Corp., New York, has acquired the assets of Tem-Lucas S.A.I.C., Buenos Aires, Argentina, a manufacturer of automotive brakes and brake systems. The Argentine firm has an annual sales volume of more than $5 million, and will supplement other Bendix operations in that country.

McCulloch's Air-Master Pneumatic Saw is going from a display stand in the U.S. Trade Center in Tokyo to the bottom of Tokyo Bay. It will go to work there cutting both metal and wood to dismantle a sunken ship loaded with explosives that is bothering navigators of the new deep-draft supertankers. When President Shinkawa of the Y.S. Salvage Co. saw the U.S. product in action at the show, he knew he had a dismantling tool that his divers could work with safely. Other McCulloch sales from the show are estimated at $250,000 during 1967.

A brand new experience "far better for us than some Stateside shows," was the report of president W. W. Boland of Air Con Corp. of Memphis after the Milan U.S. Trade Center's HEVAC show. An estimated $75,000 in sales in '67 and appointment of an agent led him to say "This was a very educational trip. I knew nothing of the market. I have met at least 400 excellent business prospects."

The State of Georgia summarizes Commerce-initiated assistance with business proposals on three trade missions to Latin America, the Far East and Scandinavia: more than 300 foreign business contacts were made on 121 proposals from Georgia firms. Many contacts resulted in appointment of representatives, others opened negotiations for future sales, two firms report annual sales of more than $175,000 as direct upshot of the contacts.

A 72-page Ocean Shipping Handbook prepared by the San Francisco Port Authority is now off the press. It has current information on services available in San Francisco for the exporter that covers even the brand new Army Street general cargo and container terminal. Write the San Francisco Port Authority, Public Relations Dept., Ferry Bldg., San Francisco 94106.

San Francisco is the first port of call for the Japan Industry Floating Fair, on May 15. Thousands of products from 450 companies will be on the Sakura Maru. Fair director Hiroshi Tanaka explains the timing: "Americans may wonder why we have never brought the Fair to the U.S. before. The chief reason is that we felt we should wait until Japan had reached a full measure of industrial development, until we could show you a wide range of top-quality products of which we could be proud. Now the time seems right."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Italian printers interested in American cold composition techniques are listening to Dr. Mario Broglia, an Italian representative of Addressograph-Multigraph, at the Printing and Bindery Equipment show held recently at the U.S. Trade Center in Milan. Dr. Broglia's firm sent out 1,500 invitations to the lecture—and thus to the show. A story on the many techniques that bring buyers to the exhibitions at the six U.S. Trade Centers is on Page 2.

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INDUSTRY MEETS INDUSTRY at the Tokyo Trade Center as U.S. and Japanese businessmen meet to discuss production problems and ways to improve operations, as well as to set up licensing and joint venture arrangements. Meetings like this one at the recent hand tools show are a regular feature.

YEAR-ROUND SERVICES

Centers' extras aid sales

Variety of special promotional efforts bring in buyers at six worldwide showcases

By PAUL M. FEINE
Office of Publications & Information, DIB

In Milan, it's cooperative timing with Italian trade fairs. In Tokyo, it's briefings by the American Chamber of Commerce on Japanese business practices. In Frankfurt, it's regular coverage by North German Television. In Bangkok, it's special newspaper supplements in Thai and English. In Stockholm, it's publicity through trade associations. And in London, it's between-show use of facilities by British agents and U.S. firms.

To exporters, these special services at the six U.S. Trade Centers mean extra sales and exposure to a greatly increased number of business prospects in the prime trading areas of the world.

The Milan Trade Center's location immediately adjacent to the Milan fairgrounds, where many top Italian trade fairs take place, has given it a natural advantage when its shows are tied in with the major fairs.

Information is distributed in the fairgrounds about the U.S. products on display at the nearby Trade Center, and visitors to the fair are invited to see the Center. Results have been impressive—over 9000 visitors to the recent show of heating, ventilating, air conditioning, and sanitary equipment, March 1-7, which was tied in with the eighth Italian Trade Fair on the same subject.

Sales at the Center reflected the influx of quality trade buyers from the fair. The 33 American firms in the show booked firm orders for $139,060 in equipment, and projected sales during the next year as a result of their participation at an additional $2 million. The 14 firms which were seeking representation in Italy signed 11 new agents during the show, with 12 additional arrangements still pending after the week-long exhibition. U.S. Register, a company new to the market, predicted a $150,000 12-month sales increase as a result of two agency agreements signed and six others still under negotiation after the show.

Cooperation with local trade fairs again paid off in sales and trade exposure for U.S. firms in the advanced electronic components show at Milan, Nov. 19-25, 1966. The Italian biennial instrumentation and automation show was held on the same dates, and over 6000 persons visited the Trade Center show.

A new sales record was set for the Center, with sales booked at the show and those forecast for the following year totaling over $4 million. Texas Instruments, Motorola, Westinghouse, and General Instruments all reported sales expectations in six figures. Texas Instruments predicted sales of over $500,000 during the year following the show.

In October, 1966, the Milan Trade Center hosted a show of chemical processing equipment in conjunction with two major chemical industry events in Italy. The second international chemical exhibition and the 17th international chemical congress were held at the same time. Some 5200 visitors saw the U.S. products on display, with on-the-spot sales totaling $64,000, and 12-month predictions reaching $2 million.

At the U.S. Trade Center in Tokyo, another "extra" helps U.S. manufacturers who are new to the market, as well as those already established. The unfamiliar ways of doing business in Japan fre-

quently baffle the new exporter, as well as the veteran in the market. The American Chamber of Commerce in Japan holds briefings on Japanese business practices during each Trade Center show to help neophytes and others over this barrier. The result is better buyer-seller relations and higher sales.

Average attendance at the two sessions conducted by the Chamber at the recent show of specialized electronic systems and instrumentation in Tokyo was 75, even though only eight of the exhibitors were new to the market. Subjects discussed included techniques of direct sale in Japan, problems in establishing and operating agencies, financing exports, licensing arrangements, and joint venture operations.

Glenn M. DeKraker, assistant vice president of Sangamo Electric Co., spoke for the group in commenting, "The meeting was incredibly good."

Sales expectations high

Armed with new facts about Japanese marketing, the 42 U.S. firms in the show rolled up $241,227 in immediate orders, with nearly $3 million expected during the next year in sales resulting from the show.

Only four firms had been seeking agents in Japan, and three of these had signed new representatives by the end of the show. The remaining company was still involved in the process of negotiating with potential agents after the show.

Publicity for the February electronics show was helped by coverage from two national television networks, as well as trade papers, all of which featured the new products on display.

Following the Chamber of Commerce briefings at the January hand tools show, William Teves, sales manager for Ingersoll-Rand (Japan), said, "I had no idea so much useful information for the American businessman could be crammed into such brief sessions."

"The knowledge I got at the briefings is indispensable to companies new to export," was the way William Maass, marketing director of Star Expansion Industries expressed his reaction to the meetings.

Supplementing the business pointers are industry-meets-industry sessions, a regular feature of Tokyo shows, in which U.S. executives meet with Japanese manufacturers in the same field, both to discuss licensing and joint venture arrangements, and to discover ways firms in both countries can improve operations by taking hints from their colleagues across the Pacific.

In addition to the news stories in local newspapers and trade journals, one of the most valuable publicity devices for the Frankfurt Trade Center has been coverage of its shows by German television networks.

Television film crews are present at most of the regularly scheduled trade shows, as well as the frequent between-show promotions when the Trade Center facilities are used by a U.S. firm or its German subsidiary or agent.

In any country, publicity means sales, and Germany is no exception. Following radio and television reports on the first three shows at the Frankfurt Center this year, exhibitors were generally pleased with sales results and attendance.

An exhibition of printed circuit production equipment in January brought 28 American firms to the Center. Over 1200 trade visitors saw the company displays, and sales projected from the show were put at $1.4 million. Another 36 U.S. manufacturers were represented in the show of electronic data processing equipment and systems presented in February. Well over $3 million is expected during the next year in sales resulting from participation in this show.

The latest commercial exhibit at the Trade Center featured medical, hospital, and laboratory equipment, with 36 firms again participating. Over 500 trade visitors were registered, and sales in excess of $1 million are expected during the next year.

The outstanding between-show promotion in 1966 was held by Kulicke & Soffa, A.G., a Swiss subsidiary of the U.S. firm of Kulicke & Soffa, Fort Washington, Pa. The products of 25 U.S. firms in semiconductor production equipment, 20 of whom are represented in Europe by Kulicke & Soffa, A.G., were shown at the Center from June 28-July 2.

Advance invitations and publicity before and during the showing helped to bring more than 600 visitors to the Kulicke & Soffa display. Helmut Seier, general manager of the Swiss branch, reported that almost every important European user of semiconductor equipment visited the show, with a record-breaking $2.6 million in immediate sales recorded. An additional $5 million was anticipated in first-year sales.

A total of 53 press representatives visited the highly successful oceanographic equipment exhibition at the Frankfurt Trade Center in November, 1966, and the products they saw warranted some 70 articles in trade papers and the daily press.

Extensive television coverage was devoted to the floating in the Main River of Litton Industries' sensor buoy, which relayed by radio information on river current, water level, and other readings to the Litton booth in the Center.

The far-reaching publicity provided for the show helped to roll up sales of $155,050 at the exhibition, with company officials listing expected sales at close to $5 million. W. F. Brisch, vice president for sales of Marine Advisers, Inc., called the show "probably the most worthwhile we've ever attended, from a business point of view."

The 1100 show visitors gave the exhibitors an ideal chance to expose their products to new prospects, to introduce new products to the market, and to appoint agents and distributors. By the end of the show, nearly all of the 36 firms in the show indicated that they had accomplished all of their primary and

VISITORS TO OTHER MILAN EXHIBITIONS are given information about concurrent shows at the Trade Center at booths like this one set up at the 8th Italian heating, ventilating, and air conditioning show.

secondary goals in entering the show.

Newspapers are still the best way to contact the public in Southeast Asia, and the U.S. Trade Center in Bangkok takes full advantage of the power of the local press. Advertisements and special supplements in newspapers reach buyers not already located by direct mailings of invitations or by personal contact.

To publicize the recent show of agricultural machinery and equipment, held in January, the Center prepared a 24-page supplement which was distributed with the English-language *Bangkok Post* on the opening day of the show. The section was printed in both Thai and English, and extra copies were provided for use at the Trade Center as show catalogs.

In addition to the supplement, show announcements were placed in two Thai-language, one Chinese-language, and the other English-language daily papers in Bangkok.

Farm buyers sought

To attract farmers from throughout Thailand to see the agricultural equipment on display, full-page ads were inserted in 11 provincial newspapers circulating in all areas of the country. These advertisements were timed to appear just before the show opening, and again during the show.

The Thai Ministry of Agriculture's bi-weekly magazine, *The Farmer*, with a circulation of 7000 in the country, carried a two-page advertisement for the show in its issue just before the opening.

Results for the 44 firms represented in the show were over 2100 visitors, and $46,310 in orders booked immediately. Three new agents were signed during the show, and three more agreements were in the process of negotiation. Expected sales during the next year were put at approximately $300,000.

Cooperation with local trade associations is one way the staff of the Stockholm Trade Center has found to spread the word about upcoming shows. The trade groups usually have their own internal publications, and these are used to publicize the products to be shown.

Several local trade associations cooperated in providing mailing lists with 2360 names in advance of the show of food processing and packaging equipment, held Feb. 23-Mar. 1. These names were supplemented by an equal number provided by Swedish agents of U.S. firms in the food trade, and another 1100 from the American Embassy's commercial section.

The invitation list eventually reached almost 10,000, and nearly 1100 attended the show. Immediate sales totaled $45,900, and sales expected within the year reached over $1.5 million for the 24 U.S. firms in the show. Eight new agencies were established, and another 18 were being discussed as the show closed its week-long run.

PROMINENT SCIENTIST Jacques Piccard (center) at Litton Industries' booth at the Frankfurt Center's oceanographic equipment show. Litton's sensor buoy in the Main River drew much publicity for the show.

In the Center's last show of 1966, an extremely popular display of civil aircraft and aviation equipment was presented during December. The Center staff felt that the show got more publicity than any other promotion in its history, due mainly to the public interest in light planes.

Again a trade association of sorts was influential in disseminating information about the show and the products in it. The Royal Swedish Aero Club cooperated fully with the Trade Center from the time the show was planned.

The Club's monthly magazine, which concerns itself solely with the promotion of civil aviation, included a full-page article in the November issue by the club's secretary general recommending the U.S. show to members. A full-page advertisement with an open invitation to come to the exhibition was included in the same issue, which had a circulation of 12,000.

As a result of the advance word, over 1500 persons attended the show. Immediate sales were low, as expected—$10,000—but first-year sales projections totaled $745,000.

As the oldest Trade Center, in operation since June, 1961, the London installation has often had success with unusual promotions held at the Center between regularly-scheduled shows.

One of the most unique and most successful of these promotions was held in September, 1966 when, for a three-week period, the Trade Center was turned into a branch of the Harrison Gibson, Ltd. furniture stores in London, in a sale designed to introduce high quality American furniture to London's fashionable West End.

The Trade Center showing attracted over 3400 visitors, with off-the-floor sales of $60,000, and business during the first three months reported by Harrison Gibson at an additional $100,000. Results were so encouraging that Harrison Gibson began studying the possibility of opening a permanent branch store in the vicinity of the Trade Center.

On display at the Center were furniture items by 13 American manufacturers, while Harrison Gibson staged similar showings of room settings by U.S. firms at their large stores in two London suburbs.

A further success was registered by Rocke World Trade Corp., New York, which represented Huggins Laboratories in a week-long display of Huggins' line of infrared measuring and regulating instruments during October, 1966.

Using only the Center's conference room, Rocke displayed and demonstrated Huggins equipment to a specially invited audience of top British engineers and prospective buyers from industry and Government. Over 100 persons attended, representing some of Britain's most outstanding corporations.

While no immediate sales were recorded, none were expected, since the equipment shown is of the type seldom purchased on-the-spot. Negotiations were started at the time which Rocke felt would lead to some $65,000 in business over the following year.

The Huggins instruments were again shown at the Trade Center during December, when an additional 50 visitors from 34 British firms attended, over half of whom were new and prime sales prospects. Rocke estimated that the second promotion would boost his first-year sales by some $25,000 or more, making expected sales of at least $90,000.

Md. tool maker hosts training program for foreign service

'E' award winner Black & Decker gives tour of plant, export advice

An introduction to some of the business practices of U.S. companies operating internationally was afforded to new U.S. Foreign Service officers recently by a Baltimore tool firm.

A tour of the Hampstead, Md., plant of the Black & Decker Manufacturing Co. is included in training programs of U.S. Government and educational institutions in the Washington, D.C. area.

The State Department group was addressed by Manuel V. Nodar, vice president of advertising and public relations, and Fred Alden, plant manager. Maxwell R. Sacra, director of export, discussed Black & Decker's international marketing program, providing the Foreign Service officers with relevant material for their future assignments when they will be dealing with American businessmen and companies abroad.

The Commerce Department's international trade specialist N. A. Lalich said of the visit, "The opportunity to visit Hampstead provided a fitting supplement to the basic training of foreign service personnel in that it enabled them to view at first hand the production and assembly of industrial products which have such a high degree of relevance to productivity and industrial growth for emerging nations—the modern power tool. In addition there are relatively few countries on the globe where the Black & Decker label is not found."

Black & Decker, an "E" award winner, claims the world's largest production of power tools for home and industry. Its Hampstead plant contains 12 acres of factory space under one roof, employing more than 3,000 people to produce 45,000 motors per year.

The Black & Decker tour, in addition to giving some of the Foreign Service officers their first look at a modern assembly line operation, gave them the opportunity to ask questions about operating American businesses abroad. For example, the group learned that the company's ratio of foreign nationals to Americans in their overseas operations is 1,000 to 1—of more than 4,000 employees, only four are Americans.

PRODUCTION LINE at Black & Decker's Hampstead, Md., plant was included in training tour given to new Foreign Service officers. The company makes and exports power tools, such as drills, saws, hedge trimmers and power mowers, which serve various areas of industrial activity in the U.S. and abroad.

Mississippi Council to show food items at fall exhibitions

Processors will display items at Cologne fair, London Center

Mississippi food products will be on display this fall at a major world food fair, to be held in Cologne, Sept. 30-Oct. 8.

The Mississippi Marketing Council will sponsor participation in the fair by food processors of the state seeking overseas customers, according to Jack R. Rhodes, associate director of the Agricultural and Industrial Board and secretary of the council, the Board's marketing arm.

The council will also sponsor an exhibition of Mississippi food products in the U.S. Trade Center in London Oct. 12-20, Rhodes says.

Secretary of Agriculture Orville Freeman notes that 231,700 visitors from 68 countries saw displays by more than 2500 exhibitors at the 1965 Cologne fair. The fair is a biennial event.

In a letter to Charles S. Besterman, manager of the Marketing Department of the Mississippi Marketing Council, Freeman pointed out that Cologne, on the Rhine river, "is considered by many tradesmen to be the center of commerce, industry and traffic for western Europe. Over a thousand trains pass through Cologne every day, linking it with the main capitals of Europe."

The council's decision to participate in the Cologne fair is another step in a continuing program to seek worldwide markets for the state's products. Other projects have included trade missions to Europe and the Caribbean and South America, the opening of a trade center in the International Trade Mart in New Orleans, sponsorship of "Buy Mississippi Products" campaigns, and hosting trade officials from various countries.

PRESIDENT JOHNSON SIGNS PUNTA DEL ESTE DECLARATION after Apr. 12-14 Summit Conference as other heads of state and trade advisers watch.

SUMMIT CONFERENCE REPORT

Common Market is goal

Existing LAFTA and CACM units to be foundation for new Latin combination

By CHARLES N. KEATING
American Republics Division, BIC

The creation of a Latin American Common Market was the major item of the Declaration of the American Presidents last week at Punta del Este. The Latin American chiefs of state agreed beginning in 1970 to establish progressively the Latin-American common market, which should be substantially in operation within a period of no more than 15 years.

The Latin-American common market will be based on the improvement of the two existing integration systems: the Latin American Free Trade Association (LAFTA) and the Central American Common Market (CACM). The two systems will initiate simultaneously a process of convergence by stages of cooperation, closer ties and integration.

Starting in 1970 LAFTA will put into effect a system of programmed elimination of duties and other restrictions and also a system of tariff harmonization in order to establish progressively a common external tariff at levels that will promote efficiency and productivity, as well as to coordinate progressively economic policies and instruments and to harmonize national laws to the extent required for integration.

As a step toward accelerating integration, temporary subregional agreements with provision for reducing tariffs within the subregions will be encouraged among the LAFTA members. Steps will be taken to facilitate immediately the free access of products of the less developed LAFTA members into the markets of the other LAFTA countries.

The Central American Common Market countries, in actions which will unfold as their details develop, pledged at the Summit Meeting to:

- improve the customs union and establishment of a Central American monetary union;
- complete the regional infrastructure network;
- promote the development of a common foreign-trade policy;
- arrange the basic legislation required for economic integration;
- accelerate the process of the free movement of manpower and capital within the area.

To accomplish the desired merger of the Central American Common Market and the Latin American Free Trade Association, representatives from LAFTA and the CACM will begin consultations toward the accomplishment of integration and common market goals.

As a step toward the encouragement of intra-Latin American trade, the Latin American Presidents agreed not to establish new restrictions on trade among Latin-American countries, except in special cases, such as those arising from equalization of tariffs and other instruments of trade policy, as well as from the need to assure the initiation of expansion of certain productive activities in countries of relatively less economic development.

Trade Policy

Concern by the American Presidents over Latin America's declining share of world trade was clearly manifested at the Summit Meeting. According to a recent announcement by the Inter-American Development Bank, in the last ten reporting years of 1956-65 the value of Latin American exports grew at an average annual rate of 3.9%, while that of developed countries, as a whole grew by 10% a year.

As a result of these trends, the Latin American share of total world export value fell from 8.6% in 1956 to 5.9% in 1965. Of the total value of exports of developing countries, the Latin American portion decreased from 34.2% in 1955-56 to 30.8% in 1963-64. In sum, according to the IDB, "Latin America has not benefited from the vigorous increase in world trade".

Reflecting on Latin America's need to expand exports, the American Republics resolved to act in coordination in multilateral negotiations to achieve the greatest possible reduction or the elimination of tariffs and other restrictions that impede the access of Latin-American products to world markets.

The Presidents pledged their support to combine efforts to strengthen and perfect existing international agreements, to obtain favorable conditions for trade in basic products of interest to Latin America and to explore all possibilities for the development of new agreements.

The American chiefs of state agreed to support the financing and prompt initiation of the activities of the coffee diversification fund, and agreed to consider in due course the creation of other funds to make it possible to control the production of basic products in which there is a chronic imbalance between supply and demand.

An inter-American agency for export promotion will be put in operation as soon as possible, that will help to identify and develop new export lines to strengthen the placing of Latin-American products in international markets, and to improve national and regional agencies for the same purpose.

To accomplish the development objective of the Declaration of the American Presidents the chiefs of state agreed to:

- allocate sufficient resources to the Preinvestment Fund for Latin American Integration of the Inter-American Development Bank for conducting studies that will make it possible to identify and prepare multinational projects in all fields that may be of importance in promoting regional integration.
- to provide incentives and to make available financial resources for the industrialization of agricultural production, especially through the development of small and medium industry and the promotion of exports of processed agricultural products.
- to provide adequate incentives, including price incentives, to promote agricultural production under economic conditions.
- to expedite the agreements necessary to complete the Pan American Highway, to accelerate the construction of the Bolivarian Highway (Carretera Marginal de la Selva) and its junction with the Trans-Chaco Highway and to support the studies and agreements designed to bring into being the new highway systems that will join groups of countries of continental and insular Latin America, as well as the basic works required to develop water and airborne transport of a multinational nature and the corresponding systems of operation.

LAFTA lists 19 industry meetings on common issues

Summit Conference conclusions will spur company delegates

The Secretariat of the Latin American Free Trade Association (LAFTA) has issued a schedule of industry sector meetings for 1967. The meetings include two held already in Montevideo for glass industries and office machine manufacturers, and the following:

April 24—Montevideo—Second Sectorial Meeting of Manufacturers of Abrasives and Refractory Materials; May 15—Montevideo—Third Sectorial Meeting of the Electrical, Mechanical and Heating Equipment Industry for Domestic Use;

May 22—Montevideo—Third Sectorial Meeting of the Electronic and Electronic Communications Industry.

Also, May 29—Montevideo—Third Sectorial Meeting of the Manufacturers of Generation, Transmission and Electrical Distribution and Transmission Equipment; June 5—Montevideo—Sectorial Meeting of the Steel Industry; June 12—Lima—Third Sectorial Meeting of the Fish, Crustaceans and Mollusks Industry; June 12—Lima—Fourth Sectorial Meeting of Fruit and Vegetable Preservers.

Also, June 12—Lima—Sectorial Meeting of Producers of Preserved Meat; June 12—Lima—Sectorial Meeting of the Citrus Products Industry; June 19—Montevideo—Fourth Sectorial Meeting of the Chemical-Pharmaceutical Industry; June 26—Montevideo—Sectorial Meeting of the Manufacturers of Spare Parts for Automobiles; July 7—Montevideo—Second Sectorial Meeting of the Textile Industry.

Also, July 10—Montevideo—Sectorial Meeting of the Manufacturers of Motorcycles, Motorscooters and Motorcars; July 10—Montevideo—Sectorial Meeting of the Poultry Industry; July 24—Caracas—Fourth Sectorial Meeting of the Chemical Industry;

Aug. 21—Montevideo—Second Sectorial Meeting of the Plastic Industry; Aug. 21—Montevideo—Sectorial Meeting of the Manufacturers of Toys.

Common interests

Industry-sector meetings are designed to bring together the leading industry representatives from the LAFTA member states in order to discuss areas of common interest with respect to: Standardization, industrial complementation and product exchange, stimulation of trade and reduction of intra-LAFTA tariffs, and in general the expansion and development of their respective industries.

For the last few years most of the tariff concessions finally adopted in LAFTA were initiated in these series of industry meetings. Meetings this year should be of particular significance in view of the impetus given to Latin American integration at the Presidential Summit Conference in Punta del Este, Uruguay.

According to the LAFTA Secretariat, chambers, business federations or individual industries that produce articles within the LAFTA region and that wish to attend any of the scheduled industry meetings should **write:** the Secretaria Ejecutiva de la ALALC, Cebollati 1461, Montevideo, Uruguay, Telex: ALALC-Montevideo.

INTERNATIONAL INVESTMENT DISCUSSIONS iron out such details as special incentives, legislative aspects, taxation, investors' visit plans. (World Bank photo)

INVESTMENT ADVISERS

Nations have U.S. offices

American firms can get special service from 46 developing lands in several cities

U.S. companies contemplating joint ventures, licensing arrangements, or other forms of direct investment in developing countries can receive assistance from advisory offices maintained by 46 of the developing nations in the U.S. This revised list of offices has recently been compiled by the Commerce Department's Office of International Investment.

As other developing countries establish investment offices in the U.S. they will be added to the list when reported. These services are offered in some instances by special investment offices, in others by Embassy and Consulate offices, and in two cases by U.S. offices of foreign banks.

Their main purpose is to provide useful and current information regarding specific investment opportunities, industrial incentives offered by their governments, legislation, taxation and other important factors affecting private foreign investment.

They may also prove helpful to U.S. investors planning to visit their countries by arranging appointments and consultations with industry and government officials.

Further information concerning investment in the listed countries and investment information on those developing countries which do not maintain this type of service in the U.S. is available from the Bureau of International Commerce, Department of Commerce.

Copies of this list are available at all Commerce Department Field Offices or can be obtained by **writing** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230. Although every effort has been made to insure the reliability of the information contained in this list, the Department of Commerce cannot assume full responsibility for its full accuracy or completeness.

Many foreign governments maintain consular offices in various U.S. cities, listings of which can be found in local telephone directories. These offices frequently are in a position to supply appropriate advice or reference.

AFGHANISTAN—Afghanistan Consulate General, 122 West 30th St., New York, New York 10001. PE 6-8150.

ALGERIA—Commercial Attache, Embassy of Algeria, 2200 R St., NW., Washington, D.C. 20008. 234-7246.

ARGENTINA—Argentine American Chamber of Commerce, Inc., 11 Broadway, New York, N.Y. 10004. WH 3-8753.
Financial Counselor, Embassy of the Argentine Republic, 1600 New Hampshire Ave., NW., Washington, D.C. 20009. DE 2-7100.

BARBADOS—Barbados Development Board, 355 Lexington Ave., New York, N.Y. 10017. 986-3873.

BOLIVIA—Commercial Attache, Embassy of Bolivia, 1145-19th St., NW., Washington, D.C. 20036. 223-9610.

BRAZIL—Brazilian Government Trade Bureau, 551 Fifth Ave., New York, N.Y. 10017. MU 2-1055.
Brazilian Embassy, 3007 Whitehaven St., NW., Washington, D.C. 20008. 265-9880.

CAMEROON—Economic and Commercial Delegation, Cameroon Consulate General, 777 Third Ave., New York, N.Y. 10017. 421-5440.

CEYLON—Commercial Secretary, Embassy of Ceylon, 2148 Wyoming St. NW., Washington, D.C. 20008. HU 3-4025.

CHILE—Chilean Development Corp. (CORFO), 80 Pine St., New York, N.Y. 10005. DI 4-9800.

CHINA REPUBLIC OF (TAIWAN)—Chinese Investment and Trade Office, 515 Madison Ave., New York, N.Y. 10022. PL 2-2340.
Chinese Embassy, 2311 Massachusetts Ave. NW., Washington, D.C. 20008. NO 7-3828.

COLOMBIA—Colombian-American Chamber of Commerce, Inc., 160 Broadway, New York, N.Y. 10038. BA 7-5447.
Colombia Information Service, Colombian Center, 140 East 57th St., New York, N.Y. 10022. 421-8270.

COSTA RICA—Office of Economic Development, Embassy of Costa Rica, 2112 S. St., NW., Washington, D.C. 20008. 234-2945.

ECUADOR—Ecuadorean-American Association, Inc., 141 East 44th St., New York, N.Y. 10017. 661-0274.

EL SALVADOR—Salvadorean Institute of Industrial Development, The Empire State Building, 350 Fifth Ave., New York, N.Y. 10001. 565-7864.

ETHIOPIA—Embassy of Ethiopia, 2134 Kalorama Rd., NW., Washington, D.C. 20008. AD 4-2281.

FINLAND—Commercial/Economic Section, Embassy of Finland, 1900-24th St., NW., Washington, D.C. 20008. HO 2-0556.

GHANA—Ghanian Information Service, Office of Commercial Attache, 565 Fifth Ave., New York, N.Y. 10017. YU 6-0500.

GREECE—Hellenic Industrial Development Bank, U.S. Office, 1290 Avenue of the Americas, New York, N.Y. 10019. PL 7-3523.

GUATEMALA—Commercial Counselor, Embassy of Guatemala, 2220 R St., NW., Washington, D.C. 20008. DE 2-2865.

HONDURAS—Commercial Counselor, Embassy of Honduras, 4715-16th St., NW., Washington, D.C. 20011. RA 3-9318.

ICELAND—Embassy of Iceland, 1906-23rd St., NW., Washington, D.C. 20008. CO 5-6653.

INDIA—Indian Investment Centre, 708 Third Ave., New York, N.Y. 10017. TN 7-3390.

ISRAEL—Government of Israel Investment Authority, 850-3rd Ave., New York, N.Y. 10022. PL 2-5600.
Government of Israel Investment Authority, 659 South Highland Ave., Los Angeles, Calif. 90036. WE 8-3691.
Government of Israel Investment Authority, 936 N. Michigan Ave., Chicago, Ill. 60611. 943-4354.

IVORY COAST—Embassy of the Republic of Ivory Coast, 2424 Massachusetts Ave., NW., Washington, D.C. 20008. 483-2400.

JAMAICA—Jamaica Industrial Development Corp., 200 Park Ave., New York, N.Y. 10017. OX 7-1188.

KOREA—Korea Trade Promotion Corporation (KOTRA), 10 West 56th St., New York, N.Y. 10019. JU 2-6432.
Korea Trade Promotion Corporation (KOTRA), Occidental Center, 1149 South Hill St., Los Angeles, Calif. 90005. 745-5331.
Korea Trade Promotion Corporation (KOTRA), 333 North Michigan Ave., Chicago, Ill. 60601. FR 2-2760.

LIBERIA—Embassy of Liberia, 5201-16th St., NW., Washington, D.C. 20011. RA 3-0437.
Office of the Consulate General of Liberia, 1120 Avenue of the Americas, New York, N.Y. 10020. 687-1025.

MALAYSIA—Commercial Attache, Embassy of Malaysia, 2401 Massachusetts Ave., NW., Washington, D.C. 20008. AD 4-7600.

MOROCCO—Commercial Attache, Embassy of Morocco, 1601-21st St., NW., Washington, D.C. 20009. HO 2-7979.

MEXICO—Mexican Chamber of Commerce of the United States, Inc., 60 Wall St., New York, N.Y. 10005. HA 2-9128.
Banco Nacional De Mexico, 45 Wall St., New York, N.Y. 10005. WH 3-7720.

NEPAL—Nepal Consulate General, 300 East 46th St., New York, N.Y. 10017. YU 6-1989.

NETHERLANDS ANTILLES—Netherlands Antilles Economic Mission, 866 United Nations Plaza, New York, N.Y. 10017. 241-3360.
Curacao Information Center, 604 Fifth Ave., New York, N.Y. 10020. 265-0230.

NICARAGUA—Nicaraguan Development Institute, INFONAC, 270 Park Ave., New York, N.Y. 10017. MO 1-0088.

NIGERIA—Nigerian Commercial Officer, Consulate General of Nigeria, 575 Lexington Ave., New York, N.Y. 10022. PL 2-1670.
The Office of Commissioner General for Economic Affairs, c/o Embassy of Nigeria, 1333-16th St., NW., Washington, D.C. 20036. AD 4-4800.

PAKISTAN—Pakistan Investment Centre, Consulate General of Pakistan, 12 East 65th St., New York, N.Y. 10021. TR 9-5800.

PANAMA—Commercial Counselor, Embassy of Panama, 2601-29th St., NW., Washington, D.C. 20008. 387-7400.

PERU—Peruvian-American Association, Inc., 11 Broadway, New York, N.Y. 10004. WH 3-8753.

PHILIPPINES—Philippine Association, Inc., 500 Madison Ave., New York, N.Y. 10022. MU 8-2755.
Philippine-American Chamber of Commerce, 50 Broad St., New York, N.Y. 10004. HA 2-4577.

SIERRA LEONE—Development Attache, Embassy of Sierra Leone, 1701-19th St., NW., Washington, D.C. 20009. 667-8300.

SINGAPORE—Singapore Investment Promotion Center, 219 East 49th St., New York, N.Y. 10017. 421-2203.

THAILAND—Thai Commercial Counselor, 20 East 82nd St., New York, N.Y. 10028. UN 1-2918.

TRINIDAD AND TOBAGO—Trinidad and Tobago Industrial Development Corp., 400 Madison Ave., New York, N.Y. 10017. PL 5-9360.
Massachusetts Ave., NW., Washington, D.C. Embassy of Trinidad and Tobago, 2209 20008. 232-3134.

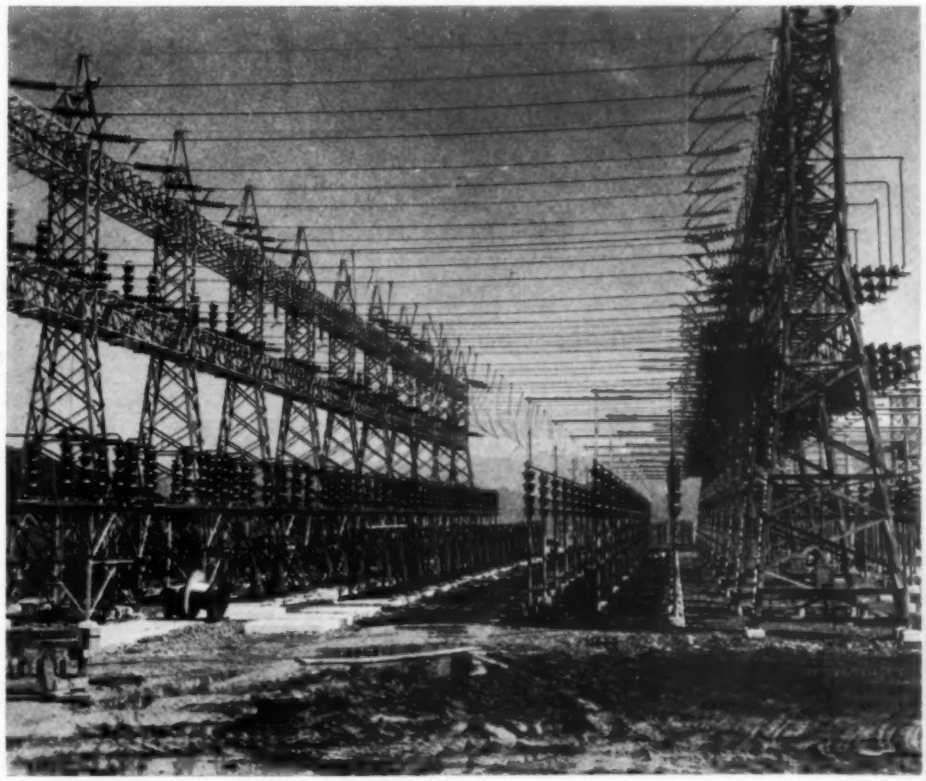
TUNISIA—Tunisian Trade and Tourist Office, 65 East 56th St., New York, N.Y. 10022. PL 2-6940.

TURKEY—Office of the Commercial Counselor, 2523 Massachusetts Ave., NW., Washington, D.C. 20008. HU 3-6366.

VENEZUELA—The Venezuelan Chamber of Commerce of the United States, 233 Broadway, New York, N.Y. 10007. BA 7-6754.
Venezuelan Commercial Counselor's Office, 2437 California St., NW., Washington, D.C. 20008. 265-9600.

VIET-NAM—Consulate General of Republic of Viet-Nam, 866 United Nations Plaza, New York, N.Y. 10017. 686-3676.

INVESTMENT OPPORTUNITIES IN GREECE are brightened by such projects as the Kremasta Hydroelectric development, assisted by Kaiser engineers and constructors from the U.S. Greece is represented in the U.S. by the Hellenic Industrial Development Bank, which has an office in New York.



WORLD MARKET REPORT, PAGES 10-13

U.S. made '66 sales gains in Canada, Japan, Britain

American export share, however, dropped in more than half of 50 major markets

The free world's 50 leading importing nations, with few exceptions, increased their purchases from the United States as well as from other suppliers in 1966. Although gaining in some top markets, however, the U.S. share dropped in more than half of these markets for which data are shown in table on Pp. 12, 13.

Gold and foreign exchange reserves of these trading countries were $1.6 billion higher at the end of 1966 than a year earlier. The net gain for the developed nations was $1.3 billion; for the developing areas, $300 million.

Japan, Italy, France, and Canada had the most rapid growth rates in imports among the major developed countries last year. Recovering from their sluggish pace in 1964 and early 1965, the economies of Italy and France had a strong resurgence which spurred demand for imports of both capital and consumer goods. Japanese industrial production, after moving unevenly in 1965, boomed in 1966 causing an expanding need for imported industrial supplies. In Canada, continued boom conditions again stimulated a high rate of expansion in foreign purchases.

Each of these markets absorbed more than $1 billion of additional foreign merchandise as their imports rose by at least a seventh over the preceding year.

The most rapid year-to-year growth in imports occurred in the Republic of Korea, Thailand, and Brazil. Korean purchases spurted by 59%, as economic activity quickened. Accelerated U.S. economic assistance and military programs in Thailand stimulated an import rise of two-fifths. The resumption of Brazilian industrial expansion, after a recession in late 1965, sparked a nearly one-third increase in that country's imports.

Sharply higher arrivals of foreign goods were also reported by Libya, Colombia, the Republic of Viet-Nam and Chile.

Slowdown in some countries

The Federal Republic of Germany, which had led the large industrial nations with a one-fifth jump in imports in 1965, increased purchases abroad by only 3% last year. This drastic deceleration in foreign buying was a consequence of better crops and the slowdown in consumption and investment induced by the Government's anti-inflationary program.

Limited import growth for the second successive year in the United Kingdom, the world's third largest import market after the United States and Germany, reflected austerity measures taken to resolve balance of payments difficulties. The country's remaining surcharge of 10% on foreign merchandise was removed on Nov. 30, too late in the year to have any perceptible effect on the annual total.

Foreign purchases by most of the smaller European countries grew less rapidly in 1966 than in the previous year, despite buoyancy in some of their economies. Belgium-Luxembourg, Netherlands, and Switzerland moved counter to this trend, with an acceleration in their rates of import expansion.

Australia and the Republic of South Africa were the only developed nations to record declines in the value of their imports, in contrast to strong increases in 1965. The drop in Australia was attributed to slackness in the economy and the adverse effects of a damaging drought. In South Africa, strict import controls imposed to curb inflationary pressures caused a reduction in buying from abroad.

Downturns in purchases were also experienced by Argentina, Pakistan, Nigeria, and Trinidad-Tobago. Tight credit and import financing conditions and a recession in the early part of the year caused a cutback in Argentina's foreign purchases. Government import restrictions in effect until mid-year depressed the level of arrivals into Pakistan, while political instability in Nigeria was responsible for a slowdown in the economy and a reduction in imports.

More buying from U.S.

Demand for U.S. products increased in more than three-fourths of the 50 leading world markets during the latest 12-month reporting period. In five of our ten top markets, Canada, United Kingdom, Netherlands, Australia, and India, imports from the United States rose faster than those from competing suppliers.

Canada, our largest customer, took an additional $1.1 billion of U.S. goods, raising our share to over 72% in 1966. Gains in shipments were particularly strong in industrial, farm, and office machinery, and in automobiles, engines, and parts.

After importing virtually no more from the United States in 1965 than in 1964, Japan boosted purchases here last year by nearly $300 million to a total of $2.7 billion. Expanded buying of raw materials, chemicals, and agricultural products largely accounted for the advance. Other nations, however, did slightly better in sales in that market.

British imports from the United States climbed at double the rate from all sources, principally from larger purchases

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding world market report appeared in the issue of Jan. 30.*

A tabulation on these countries is given on pages 12 and 13. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed herewith.

The article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

of agricultural items, chemicals, and machinery.

Arrivals from the United States into the Netherlands increased by nearly a fifth, more than twice the rate from the rest of the world. Recovering from a slight decline in 1965, Dutch purchases here expanded in agricultural commodities, machinery, aircraft and parts, and organic chemicals.

Imports from the United States by other members of the European Economic Community showed sizable increases in value except for Germany, where they remained level. The U.S. share of the import market in Germany, France, Italy, and Belgium-Luxembourg decreased last year, mainly because intra-Community trade advanced faster than purchases in the United States.

The rapid expansion in imports into Korea, Thailand, and Brazil, cited earlier, was paralleled by sharp increases in their purchases from the United States. In both Brazil and Thailand, our market share advanced substantially, but in Korea our relative position dropped slightly as purchases from other suppliers, especially Japan, advanced even faster than those from this country.

Substantial gains in the value of imports from the United States, and in our share of the import market, were recorded by India, Norway, Greece, and Nigeria last year. Larger shipments of PL-480 wheat were the key factor in the improved U.S. position in India. Norway purchased more wheat here, while Greece stepped up buying of our aircraft and chemicals.

Despite political unrest, Nigeria's imports from the United States in the twelve months ending July 1966 expanded by a quarter, as larger amounts of grain and machinery for their growing petroleum industry were received.

The U.S. share of the Spanish import market declined in 1966 although shipments from the U.S. were $80 million higher. More corn, machinery, and transport equipment accounted for much of the increased sales. While more chemical and grain arrivals lifted Chile's imports from the U.S., our relative position also weakened there.

Reserves rise

A substantial majority of the developed, but only slightly more than half of the developing countries, reported larger reserves of gold and foreign exchange on Dec. 31, 1966, compared to their levels at the end of the preceding year.

Among the developed countries, large increases in reserves were recorded for Germany, France, Italy, and South Africa. Recovering from a loss of $450 million in holdings in 1965, German reserves gained almost $600 million, to a total of $8 billion, at the close of 1966.

French reserves, though smaller than at the end of the third quarter, climbed by $390 million for the year as a whole, on top of an increase of over $600 million in 1965. Among the other EEC members, only Italy bettered its reserve position to any significant extent. The rise in Italian reserves, however, was only a fourth of the nearly $600 million increase in 1965. The Republic of South Africa more than regained its substantial losses of 1965 with a rise in reserves of about $200 million.

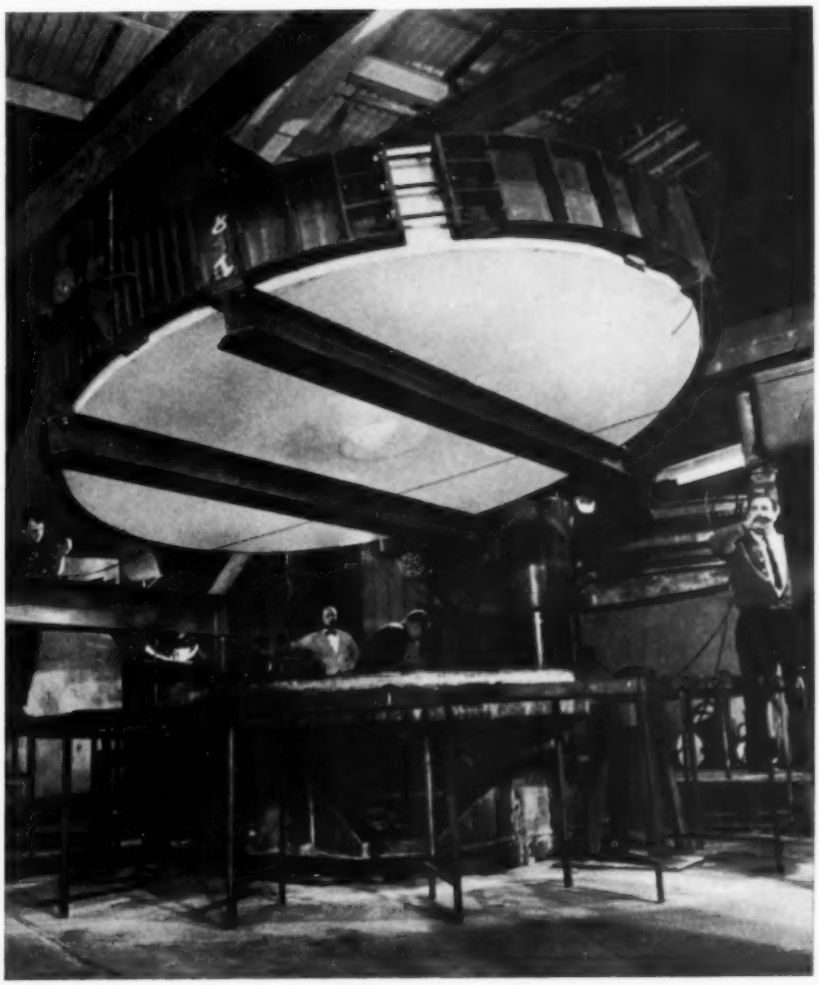
British reserves were up slightly, as a smaller trade deficit brought an improvement in its balance of payments position.

Canada's loss of reserves was the largest among the half dozen developed countries whose holdings of gold and foreign exchange declined in 1966. The decrease of over $300 million was due mainly to short-term capital outflow.

Principal gainers of reserves among the developing countries were Thailand, Viet-Nam, Korea, and Libya. The upsurge in Thai holdings was attributed to high export prices for rice and increased U.S. Government outlays. Improved export earnings, increased U.S. purchases for Viet-Nam, and remittances from Koreans fighting there helped the build-up of Korean reserves. Libya again expanded her reserves from rising petroleum earnings.

Brazil and the U.A.R., with losses of about 20%, had the largest drop in reserves among the developing countries.

READY FOR EXPORT JOURNEY FROM U.S. is this 144-inch fused silica mirror blank completed by Corning Glass for the European Southern Observatory. It will serve as the primary optical element in one of the world's largest telescopes, at the observatory being built at La Silla, Chile, by five nations.



Bureau of International Commerce

World

The 50 markets shown below accounted for 90% of 1965 imports into all free-world foreign

Value in millions of dollars

Published

Country	1965 imports			1966 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1965	1966
Germany, Fed. Rep.	17,625	2,299	13.0	Dec.	18,168	2,295	12.6	+ 3	−(1)	7,429	8,028
United Kingdom	16,138	1,886	11.7	Dec.	16,671	2,024	12.1	+ 3	+ 7	3,004	3,100
France	10,345	1,088	10.5	Dec.	11,887	1,200	10.1	+15	+10	6,343	6,733
Canada	8,710	6,102	70.1	Dec.	9,964	7,211	72.4	+14	+18	3,027	2,693
Japan	8,170	2,366	29.0	Dec.	9,523	2,658	27.9	+17	+12	2,152	2,119
Netherlands	7,460	765	10.3	Dec.	8,016	910	11.4	+ 8	+19	2,416	2,448
Italy	7,378	993	13.5	Dec.	8,571	1,049	12.2	+16	+ 6	4,415	4,566
Belgium-Luxembourg	6,374	550	8.6	Nov.	6,532	516	7.9	+14	+ 6	2,304	2,320
Sweden	4,378	415	9.5	Dec.	4,574	427	9.3	+ 4	+ 3	972	1,027
Australia	3,748	885	23.6	Dec.	3,607	897	24.9	− 4	+ 1	1,531	1,568
Switzerland	3,697	314	8.5	Dec.	3,945	357	9.0	+ 7	+14	3,244	3,324
Spain	3,004	528	17.6	Dec.	3,591	609	17.0	+20	+15	1,409	1,205
India	2,890	1,047	36.2	Oct.	2,341	881	37.6	+ 5	+14	599	608
Denmark	2,812	240	8.6	Dec.	2,990	237	7.9	+ 6	− 2	586	597
South Africa	2,707	510	18.8	Aug.	1,628	294	18.1	− 9	−11	577	785
Norway	2,206	155	7.0	Dec.	2,403	180	7.5	+ 9	+16	476	527
Austria	2,100	92	4.4	Dec.	2,327	101	4.3	+11	+ 9	1,311	1,333
Finland	1,646	101	6.2	Dec.	1,726	97	5.6	+ 5	− 4	289	189
Hong Kong	1,569	174	11.1	Dec.	1,767	191	10.8	+13	+10	(2)	(2)
Mexico	1,560	1,025	65.7	Dec.	1,609	1,029	64.0	+ 3	+(1)	534	557
Venezuela	1,453	744	51.2	Mar.	351	177	50.6	+ 7	+11	843	776
Yugoslavia	1,288	190	14.8	Dec.	1,574	200	12.7	+22	+ 5	104	115
Singapore	1,244	63	5.1	Dec.	1,328	69	5.2	+ 7	+ 9	(2)	(2)
Argentina	1,199	273	22.8	Dec.	1,124	257	22.8	− 6	− 6	236	216
Greece	1,134	113	9.9	Dec.	1,223	131	10.7	+ 8	+16	250	273

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1965 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

market report

markets and 93% of imports from the United States

quarterly

Country	1965 imports			1966 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1965	1966
Brazil	1,096	325	29.7	Oct.	1,216	476	39.2	+31	+67	505	410
New Zealand	1,055	128	12.2	Dec.	1,096	122	11.2	+ 4	− 4	97	95
Pakistan	1,043	365	35.0	Dec.	898	266	29.6	−14	−27	221	200
Ireland	1,041	84	8.0	Dec.	1,043	98	9.4	+ [1]	+17	410	494
U.A.R. (Egypt)	934	189	20.2	June	538	87	16.3	+13	−26	193	156
Portugal	924	75	8.1	Dec.	1,012	79	7.8	+10	+ 6	1,009	1,122
Philippines	895	312	34.8	Dec.	936	323	34.5	+ 5	+ 4	189	194
Iran	860	155	18.0	Dec.	930	172	18.5	+ 8	+11	236	255
Israel	832	212	25.5	Dec.	844	224	26.5	+ 1	+ 6	643	621
Nigeria	770	93	12.0	July	403	62	15.4	− 5	+25	246	227
Thailand	732	141	19.3	Sept.	808	281	34.7	+41	+185	739	924
Peru	730	290	39.8	Dec.	817	320	39.2	+12	+10	175	155
Chile	604	237	39.3	Sept.	514	200	38.9	+21	+31	138	171
Turkey	577	162	28.1	Dec.	726	180	24.8	+26	+11	141	131
Taiwan	556	177	31.8	Nov.	552	149	26.9	+ 9	− 7	300	337
Trinidad and Tobago	475	80	16.9	Nov.	417	59	14.1	− 5	−25	[2]	[2]
Korea, Republic of	463	182	39.3	Dec.	737	274	37.2	+59	+50	146	245
Colombia	453	217	47.9	Sept.	502	247	49.2	+24	+31	130	123
Viet-Nam, Republic of	357	162	45.3	May	158	62	39.1	+23	+15	178	306
Libya	320	55	17.1	Sept.	289	38	13.3	+29	− 1	245	339
Congo (Kinshasa)	320	76	23.6	June	169	41	24.2	+ 2	+19	20	[3]20
Jamaica	295	90	30.6	Oct.	265	97	36.6	+ 9	+26	96	107
Guatemala	229	97	42.3	July	119	52	44.0	+ 1	+ 3	68	61
Panama	223	92	41.6	June	119	51	42.4	+17	+17	30	36
El Salvador	201	63	31.2	Oct.	180	60	33.4	+ 6	+10	56	57

[1] Less than 0.5%.
[2] Not available.
[3] End of June.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

FOGEL REFRIGERATOR EXHIBIT at U.S. Solo Exhibition of Refrigeration Equipment, Madrid, Mar. 1966, one of many shows the firm participates in. Acting Commerce Sec'y Alexander B. Trowbridge is at right.

Licensing program development, construction of dock facilities increase exports to merit 'E's

Refrigeration company and tallow manufacturer are honored for resourcefulness at ceremonies in Philadelphia, Boston

"E" awards have gone to two manufacturers that used ingenuity in overcoming barriers to increasing their exports.

Fogel Refrigerator Co. entered licensing agreements in foreign countries when they found certain markets closed to U.S. exports.

Corenco Corp., a rendering company, built storage and loading facilities when the local harbor couldn't handle their volume of tallow exports.

A pioneer in the field of commercial refrigeration equipment, Fogel Refrigerator Company of Philadelphia devotes a major share of its marketing effort to exporting. Fogel has increased its exports from $150,000 in 1952 to nearly $1 million in 1965, through aggressive sales programs involving personal contacts, international and foreign advertising, and providing products needed by foreign markets. It has successfully combined direct exports with a selective licensing program.

Fogel established a licensing division in 1962 to enable participation in many markets closed to direct exports from the United States. The first license agreement was negotiated with a Costa Rican firm. This company has grown from a small shop with six employees to a modern facility employing 116 people. Fogel supplies a large quantity of parts to this expanding industrial enterprise.

Other licensing agreements were entered into with responsible local firms in Australia, Guatemala, Israel, Italy, Japan, Nicaragua and Panama. This expansion of licensing operations has been accompanied by a steadily increasing volume of exports.

Fogel's licensing program has been developed with special attention to the needs of small enterprises. Technical information, catalogs and correspondence are written in various languages, for the convenience of licensees. Fogel recognizes the importance of language skill in developing direct exports of finished products. Fogel has also established a training center in Puerto Rico for Spanish speaking licensees.

Fogel has tailored its licensing program to meet individual requirements, and has kept it flexible enough to provide for effective marketing operations in such highly competitive markets as Australia, Italy and Japan.

Great Britain has become a principal market for Fogel's direct exports since an American frozen food company recommended Fogel display cases to retailers.

An effective market development technique is Fogel's man-on-the-spot, a roving representative who travels on a more or less permanent basis to call on prospective customers, representatives and licensees. He is frequently in a position to see new marketing opportunities and alert the Fogel home office.

Fogel has participated in numerous foreign commercial exhibitions organized by the U.S. Department of Commerce. The company has also loaned refrigerated display equipment to the U.S. Department of Agriculture for exhibits of American foodstuffs abroad. During 1966 Fogel participated in the U.S. exhibits at the Tel-Aviv International Trade Fair and the Industrial and Commercial Refrigeration Exhibition in Madrid, in five specialized business shows in Canada, a grocery exhibition in London, a restaurant show in Sweden and a show at the U.S. Trade Center in Stockholm.

Payment terms arranged

Fogel arranges extended payment terms for qualified customers wherever and whenever market conditions justify them.

The president of Fogel has been a member of the Philadelphia REEC for several years. The company's staff, with its background in engineering, languages and international sales and administration, travels frequently and extensively.

The "E" award was presented by David Jamieson, director of the Philadelphia Field Office of the Department of Commerce, to William Fogel, company president, at a dinner meeting of the Foreign Traders Association of Philadelphia.

Corenco Corp., a Tewksbury, Mass., processor of tallows and greases, has become the largest individual exporter, by

volume, in Boston Harbor. The company had to develop storage and loading facilities to handle its tallow being exported, and built storage tanks, pipe lines, scales, pumps, etc. to handle this operation at the Commonwealth pier, Boston. The capacity of this facility was doubled in 1964 to handle more volume, larger ship loads and to eliminate the accumulation of railroad tank cars in the area.

Promotes local harbor

A great deal of effort was required to persuade the steamship companies to come to Boston Harbor. The main reason for this was the lack of other products for export to fill the vessels and thereby make the stop worthwhile.

Corenco has had to solve many problems in the development of its export trade. It has established personal contacts with consumers, brokers and traders in Europe, Africa, South America and Japan; answered the requirements of these customers in both volume and specifications; developed the physical facilities to handle the bulk storage and shipment of tallow; pursued contacts with steamship companies to service its customers; developed credit information and channels of communication; engaged in constant analysis of supply and demand factors affecting the markets and distribution; and maintained follow-up to assure service necessary for maintaining and furthering the company's export business. Exports now account for almost 40% of yearly production.

Company executives have made many trips to Europe and Africa to visit customers, determine their needs, and sell them on doing business with Corenco and shipping from Boston Harbor.

Corenco has always exported only the top grade fancy tallow, with analysis better than required. Because of this quality factor, there has been very little trouble meeting the requirements or specifications of customers.

The company has obtained credit information on foreign buyers through personal visits and through using the services of the international departments of the Boston and New York banks.

In order to stay abreast of domestic and foreign marketing trends, key executives are active in the National Renderers Assn., the Foreign Market Development Committee, the Fats and Protein Research Foundation and the Boston REEC.

Corenco president A. R. Bethke accepted the "E" flag and certificate from Horace J. Davis, assistant administrator for agricultural attaches, Foreign Agricultural Service, Department of Agriculture, at a World Trade Week luncheon.

CORENCO CORP. of Tewksbury, Mass., received an "E" award during New England World Trade Week. Above, Paul G. Carney (l.), director of the Dept. of Commerce Boston Field Office congratulates Arthur R. Bethke (c.), Corenco president, as Horace Davis (r.), U.S. Dept. of Ag., makes the presentation.

Alliance partners to explore Latin investment outlook

Groups from six states to talk with representatives of three countries

Business-to-business investment possibilities in three Latin American countries will be explored next fall by private groups of United States citizens and their Alliance for Progress partners.

Members from California will meet with counterparts from western Mexico in Los Angeles in September. Potential Florida investors will meet with Colombia partners in Miami in October, and representatives from Pennsylvania, Colorado, Connecticut, New Jersey, Ohio and Wyoming will meet with counterparts from six Brazilian states in Washington, D.C. in November.

The conferences were proposed at a meeting of the Business Advisory Committee of the Partners of the Alliance, sponsored by the Agency for International Development. They were prompted by the success of three recent investment discussion sessions held by the Texas-Peru Partners; Colorado-Minas Gerais (Brazil) group, and Michigan-British Honduras organization.

The conferees heard addresses by Dr. Felipe Herrera, President of the Inter-American Development Bank; Herbert Salzman, Assistant Administrator, AID; Robert Sayre, Acting Assistant Secretary of State; and, Minister Stuart Van Dyke, Director of the AID Mission to Brazil.

Private groups of citizens in 32 states have organized individual partnerships with counterpart groups in a corresponding number of areas in 15 Latin American countries. The Partners have opened a Washington office at 1518 K Street, NW., Washington, D.C.

AMA Briefing May 8-10 on Europe in transition

The American Management Association will hold a Briefing Session May 8-10 at the Hotel Pierre, New York City, on Europe in Transition—1967.

AMA's speakers will assess the latest developments in Britain's attempt to join the Common Market and its effect on the European Free Trade Association; the implication of the French elections on Europe; Germany's economic slow-down; tariff regulations; patent and trademark regulations; equity and debt financing; and labor availability.

For further information **write:** American Management Association, 135 West 50th St., New York, N.Y. 10020.

Metal surface treating equipment scheduled for June exhibition at U.S. Trade Center in Stockholm

Destructive corrosion poses a serious problem in Scandinavia; opportunities exist for plastics, titanium, painting methods

Deterioration of metals is a more serious problem in Scandinavia than in most parts of the world because of an intemperate climate. Industrial machinery and equipment are threatened constantly by destructive corrosion.

Scandinavia's rapid industrialization under such conditions has created a large and demanding market for metal surface treating equipment and supplies to combat corrosion. U.S. firms will go after this market by taking part in a U.S. Department of Commerce exhibition at the U.S. Trade Center in Stockholm, Sweden, June 8-14.

Commerce has conducted market studies throughout Scandinavia and reports that U.S. technological advances in metal surface treating already are well known in Finland and the other Scandinavian countries of Sweden, Norway and Denmark.

The Trade Center show is expected to attract buyers from all four countries. A broad market development program is in progress to tell the Nordic businessmen about the U.S. products to be displayed. An agency-finding service for U.S. firms not now represented in the Nordic area also is in operation, and will compile a list of reliable representatives in the market. Appointments will be made with prospective agents for U.S. exhibitors desiring representation.

Demand strong

Sweden is the area's leading commercial country. Many of the largest industries are modernizing, retooling and consolidating their plants into bigger, more efficient units, and the demand for machinery and equipment is strong.

Sweden's major industries include machinery, automobiles, ships, primary metals, electrical and electronic equipment, aircraft, paper, paper products, pulp, lumber, board and wood products. Other important industries are chemicals, food processing, textiles and apparel.

As markets for metal surface treating equipment and supplies, Denmark, Norway and Finland are similar to Sweden in the types of products needed, but their requirements are considerably smaller in volume.

Scandinavian market surveys points up a growing demand for high build paints and shop primers and for water-based paints for electrophoresis. Scandinavian industry recently has stepped up its use of high-pressure, airless, hot, electrostatic and automatic spray techniques for applying paint.

Good opportunities

Especially good sales opportunities exist for equipment and supplies used in such processes as plastic on metal, metal on metal, metal on plastic, and cathode ray protection. The Commerce survey reports that the use of titanium as an anti-corrosion agent in fasteners, ventilators, pumps and tubing probably would meet with as favorable a response in Scandinavia as in the United States, where it also is used in thin leaf form as a protective surface laminate.

U.S. manufacturers of metal finishing equipment have been successful at selling abroad through past Commerce export promotions. As an example, 25 U.S. exhibitors in a show of metal finishing equipment at the U.S. Trade Center in Milan, Italy, last July estimated they would share in about $1.4 million worth of new business in Europe within a year.

Nine of the exhibitors were seeking agents to represent them on a long-term basis. At show's close, they had appointed 10 new agents and were negotiating 13 additional agency agreements.

U.S. firms interested in taking part in the Stockholm show may obtain more information from the Bureau of International Commerce (code 928), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202, WOrth 7-3966), or from any of the Department's 42 Field Offices throughout the country.

Australian trade fair firms name catering show date

The 1967 Australian Catering Trade Fair, successor to the trade fairs held at the Chevron Hotel in previous years, is scheduled at the Anthony Hordern's building, Brickfield Hill, Sydney, on May 1-5. For the first time this fair will be organized by the Industrial & Trade Fairs Pty. Ltd.

Another firm, the Exhibition Promotions Pty. Ltd., is reportedly planning an additional catering trade fair in Sydney at the Royal Agricultural Society's Showground for July 24-29. The Australian Hotels Association and the Australian Accommodation Council are expected to co-sponsor this event.

The General Exhibition Fairs & Conventions Pty. Ltd., another organization engaged in the full-time scheduling of trade fairs, has not recently been active in the state of New South Wales.

Frankfurt Auto Show set for September exhibition date

The 43rd Frankfurt International Automobile Show, scheduled for September 14-24 of this year, will be held at the permanent Frankfurt Fair grounds. Applications for exhibitors closed in December, 1966 and it is reported that several American automobile firms plan to participate.

An extensive display of passenger cars, commercial vehicles and trailers is planned for the exhibition along with the showing of a diversity of workshop and garage equipment; parts; chemical products and other automotive accessories.

The show is sponsored by the Verband der Automobilindustrie e. V., 6 Frankfurt/Main 4, Westendstr. 61, Postfach 4249, Germany.

Hotel, catering trade exhibits set for South African show

The first South African exhibition of products for the hotel and catering trades will be held this year on Sept. 11-15. The S.A. Exhibition Organizers Pty. Ltd. will organize the show, set for Capetown.

This exhibition is aimed at the interests of a wide variety of purchasers and will include exhibitors ranging from airlines to universities.

Patrons for the show are the Federated Hotel Associations of South Africa, Inc. and the National Federation of Hotel Associations (Non-Liquor) of South Africa. The S.A. Hotel Review, a monthly journal, will sponsor the show.

Worldwide Business Outlook pages 17-28

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **French** imports from the U.S. in Jan.-Feb. were $205.1 million, up 12.3% above Jan.-Feb. 1966. Total imports climbed to $2,106.9 million, up 15%. The U.S. share of total French imports declined from 10% in 1966 to 9.7% in 1967 . . . According to the **Jordan** Tourist Authority, tourist arrivals in 1966 totaled 616,832, a 23% increase over the 501,346 visitors in 1965. Tourists from the United States in 1966 rose by 17% over the previous year to a total of 51,972 . . . Avis Rent-A-Car will soon begin operating at **Spain's** ten major airports under a contract with the Spanish Air Ministry, using vehicles of Spanish manufacture . . . Two indicators of the high **Swiss** standard of living have been recently received. Swiss sources report that at the end of September 1966, there were 1.28 million motor vehicles licensed in that country—an increase of 43% during the past five years. In another area, statistics published by American Telephone and Telegraph rank Switzerland fourth in the world in telephone density with 37.8 phones per hundred inhabitants. Among European cities, Zurich, Geneva, Basel and Bern rank in telephone density only behind Stockholm.

Philippine outlook mixed

Immediate business prospects are good, but long-term view is uncertain

By GEORGE A. ELLSWORTH
Commercial Attache, U.S. Embassy, Manila

As 1967 goes into its second quarter, the business outlook in the Philippines seems to indicate an improvement over 1966, but it also shows some long-term uncertainties.

On the one hand, the new administration which took office in January 1966, has eased domestic credit, with a consequent improvement of prospects for imports.

On the other hand, two decisions by Philippine courts in late 1966, affecting the status of American firms in the Philippines, may have clouded the climate for long range investment plans of foreign investors.

Imports have been rising during the past few years, and 1967 should show an increase over the estimated $847 million imported in 1966. Figures for the first eleven months of 1966 point in this direction and the opinion of well informed businessmen is that the rise should continue during 1967.

However, patterns of trade during recent years show that the United States share of the market has been shrinking, although in absolute terms the value of total U.S. exports to the Philippines has been rising.

The gradual loss of American products' predominance in the market has been principally due to increased competition from Japan and Europe and, in the recent past, inability or delays in supplying some goods from the U.S. due to the pre-emptive demand of our war effort.

The competitive advantage enjoyed by the Japanese and European exporters has been largely in price and credit terms, and to some extent in offering products better suited to the local demand than those from the United States.

For example, German and Japanese automobiles are getting an increasing share of the total Philippine market due to their small size, which makes them more maneuverable under Philippine traffic and road conditions.

On the other hand, American products still enjoy a high degree of prestige and demand in the Philippines. This augurs well for continued sales of established lines, provided they are pushed dynamically.

Successful techniques

A few recent success stories may give some indication of techniques which have been successful in the Philippine market. In one case, an executive of a medium-size American firm recently concluded a sale of bulk handling equipment amounting to almost $500,000, despite strong competition from Europe and Japan. He attributed his achievement to the fact that he was willing to spend sufficient time in Manila with his representatives to assist them in negotiations and to supply technical support and information regarding his equipment.

In another instance, a resident American regional representative of a large U.S. company has been very successfully meeting competition from Japanese and European hand tools through a persistent sales campaign stressing the high quality of the U.S. product. This representative and others have further strengthened their competitive posture by maintaining reasonable stocks of their products in warehouses throughout the Far East. Thus, they are able to ship quickly and to quote competitive delivery dates.

Proximity of the product and of the effective sales executive to the customer appears to be decisive in overcoming competition.

The magnitude and nature of opportunities which may develop in the Philippine market during 1967 is difficult to predict.

Businessmen tend to be generally bullish about import prospects and in some cases estimate impressive rates of increase for their particular lines. They base their forecasts largely on the greater availability of credit in 1967, and on a general feeling of improved business confidence.

Imports have been increasing during the past two years, with the 1965 level having risen 3.4% over 1964 and the 1966 level 4.7% higher than that of 1965.

Therefore, imports during 1967 may be between 5-10% higher by value than in 1966.

In terms of product demand in the Philippines, in 1966 the ten principal headings (representing 77% of the total imports) were: machinery other than electric, cereals and cereal preparations, transport equipment, base metals, mineral fuels, lubricants and related materials, electric machinery and appliances, dairy products, explosives and miscellaneous chemical materials, paper and paperboard

NORTH LUZON POWER PROJECT on the Agno River illustrates an area needing more aggressive promotion by U.S.: electric power equipment.

manufactures and textile fibers not manufactured into yarn. The United States is a leader in production and quality in nearly all of these categories. However, a recent study by the U.S. Embassy in Manila shows that in several specific lines the American exporter has been losing ground or has not been getting a rising share of the expanding Philippine market.

These products include: synthetic organic dyestuffs and indigo, medical products, surface coating agents and washing preparations, insecticides and disinfectants, steam generating boilers, office machines, metal-working machine tools, mineral crushing and sorting machinery, electric power equipment, and telecommunications equipment.

These appear to be areas where intensified and sophisticated trade promotion efforts could improve the position of the United States relative to other exporting countries.

Projects which may get underway in 1967 could also provide trade opportunities. One such project is the work on the Surigao nickel deposits, which may begin this year. Bids by several companies to finance and exploit the deposits are currently being considered by the government, and the successful bidder will require at least $50 million worth of equipment as work on the project gets underway.

Irrigation equipment

In another area, the Agency for International Development will probably conclude a loan for $4.7 million to the Philippine government to develop irrigation facilities; the project is expected to involve substantial purchases of imported equipment.

Another possible loan agreement with Central Bank of the Philippines would provide $2 million to finance feasibility studies of projects approved by both parties.

In both cases the goods and services involved will be procured in the United States.

Some new private construction and expansion projects also seem to be in the offing. Steel processing and fabrication and cement appear due for growth this year. One highly respected engineering consultant states that his business commitments for 1967 are already 65% above 1966.

Prefer turnkey projects

The preference of the industries mentioned seems to be for turnkey projects, including financing. In this connection the source remarked that German and Japanese firms were offering very attractive payment conditions. These range from seven to ten-year terms, 6½% to 8% interest and no immediate down payment.

It appears that in the case of Germany two thirds of the financing is guaranteed by solid semi-official German agencies, and the other third supplied by Filipino investors or the interested contractors.

Japanese firms offer slightly lower interest rates than the Germans because of the ability of the 'multiple' firms to obtain financing from banks within their own complex.

American firms stand a good chance of getting a large share of this business if they offer similar credit and financing terms.

Hazy outlook

The longer-term view, particularly concerning investment prospects, is somewhat hazy. Towards the end of 1966 two decisions of the Philippine courts in reference to ownership of American enterprises doing business in the Philippines and the right of American firms to engage in retail trade created an attitude of uncertainty among potential investors.

Although the decisions involved only two firms, their implications seem to have been far-reaching and to have affected some investment decisions. However, other cases involving similar issues will be decided this year and hopefully some ground rules or basis for entry of foreign capital to the Philippines will emerge from them.

Moreover, the Philippine Congress will probably debate an investment bill aimed at setting forth some of these rules and at defining investment incentives.

Clothing, electronic exhibits head Yugoslav trade season

Yugoslavia will be the site for a number of important trade fairs this year encompassing the areas of clothing, furniture, electronics and wine.

The Eighth Annual International Clothing Fair "Fashion in the World" is scheduled for October 14-22 in Belgrade. This exhibition will put on display a wide variety of contemporary clothes and related items and will include fashion shows especially designed for exhibitors to show their wares.

At the same time, the Fifth Fair of Furniture & Interior Decoration will also be in progress in separate halls. Exhibits showing model furnished homes and apartments with the latest in furniture, TV sets, refrigerators and other appliances will be available for inspection.

Also scheduled for exhibition in Yugoslavia is the 14th Modern Electronics Fair to be held on October 10-15 and the 13th International Wine Fair slated for September 1-10. Both of these exhibitions will take place in Belgrade.

Declining world wool prices bring austerity measures to New Zealand

Volume of imports will be affected by tighter monetary policy, new rules on installment buying, end to no-remittance imports

In a series of steps which will have an effect on that country's imports, the New Zealand Government is moving resolutely to readjust the national economy in the face of recent adverse developments.

Deterioration in New Zealand's balance of payments position aggravated by a recent decline in the price of wool, the largest export earner, has forced the government to enact further economic measures to restrain demand. Prime Minister Holyoake has outlined the specific means the Government will use.

Government expenditure accounts for a large part of total spending, and although the current budget allows for an 11% increase over fiscal 1966, increased expenditures in the next budget will be held to 4% over the current level.

Government subsidies on butter, bread, and flour have been removed, thereby raising the retail prices on these commodities by the equivalent of 12 cents on a pound of butter, 7 cents on a loaf of bread, and 4 cents on a pound of flour. The free milk program in the schools has been terminated.

New lending for Government financed housing is to be limited to £20 million ($56 million) and the interest rate is to be increased ½%. Rental charges for state housing will be hiked 12.5% beginning April 1, 1968. Telephone, telegraph, and postal charges will also be increased.

Travel allowance cut

The foreign exchange allowance for travel abroad has been reduced. The daily allowance will remain at £6 ($16.80) for the first two weeks of travel, after which it will be reduced to £5 ($14). There will be a maximum of £600 ($1680) for those who have not been granted a travel allowance within the past three years. Otherwise, the annual allocation is reduced to £200 ($560).

Allowance for business travel will be subject to individual review.

Measures which will directly affect the volume of imports include a tighter monetary policy, new regulations covering installment purchases, and the gradual elimination of the no remittance import scheme.

To tighten money, the Reserve Bank has told commercial banks to limit their loans, and the Government has extended its credit controls to cover finance companies, which were previously exempted. Installment buying regulations have been amended to increase the down payment and shorten the payment period on used cars and trucks, motorcycles, furniture, and other consumer goods.

The no-remittance import scheme, which allows New Zealanders to avoid exchange controls by paying for imports, chiefly automobiles, with assets held abroad, will be gradually eliminated. Applicants will now be required to repatriate funds equivalent to 15% of the import license value. This will be increased to 30% on July 1, 1968.

The Prime Minister has scheduled an early convening of Parliament to consider further measures. The necessity for additional deflationary measures depends on future price trends for wool. A one pence (approximately 1 U.S. cent) change per pound in either direction affects export earnings by £3 million ($8.4 million). Current price levels could cost New Zealand as much as £40 million ($122 million) in overseas exchange this year.

The direct effect of economic restraint on U.S. exports will be measurable when the new import licensing schedule for July 1, 1967 to June 30, 1968 is released this month. Many observers feel that in the current economic situation, licensing quotas will probably have to be further reduced.

The Government may place greater reliance on the "C" category of licenses, which considers the merits of each application instead of setting quantitative quotas. This gives the Government a degree of flexibility during the licensing year. Many licenses for capital equipment are issued in this manner.

Details of the new licensing schedule will be published in International Commerce when they become available.

WOOL IS NEW ZEALAND'S MAJOR EXPORT EARNER, and attracts buyers from many nations. Wellington is a center for these international sales. Below, sheep-shearing on a farm near Taihape.

Investment pact brightens U.S. investors' prospects in Cameroon, where emphasis is on agriculture

African nation gives private interests key development role; trade ties favoring African and EEC nations handicap U.S. traders

By BONNIE McGOUGH
Africa Division, BIC

Cameroon, a California-sized country in Central West Africa with a population of 5.3 million, recently became the 31st country in which U.S. private investments can be insured by AID.

The new agreement enables U.S. investors to obtain protection against inconvertibility of local currencies, loss due to expropriation, and loss from war, revolution and insurrection. Guaranties against extended risks, which may include commercial loss, are also available.

Cameroon has an expanding economy relying on government-guided free enterprise to promote development. The country is an important exporter of primary products such as cocoa, coffee, bananas, timber and vegetable oils, ranks first among African producers of aluminum (producing over 50,000 tons annually), and is presently undergoing industrial expansion in an attempt to modernize and diversify its economy.

Cameroon's gross national product is estimated at about $575 million, with a per capita income of $125.

AID maintains a program of technical assistance at an annual level of about $1 million, concentrated primarily in the fields of transportation and agriculture. AID has also participated, in cooperation with the European Common Market, in capital development projects such as the $35 million Transcameroonian railway and a road loan of $3.8 million. The Transcameroonian railway, which is still under construction and to which the U.S. contributed $9.2 million, is expected to speed up the economic integration of the country by opening up regions of great productive potential for forest and cocoa products.

France is Cameroon's leading trade partner, accounting for some 55% of total imports of $139 million in 1965 and about 50% of total exports valued at $140 million. Cameroon's leading imports are transport equipment and machinery, textiles, metal manufactures and chemical products.

According to U.S. statistics, 1966 United States exports to Cameroon amounted to $6.1 million, compared to $7.2 million in 1965. They were made up principally of machinery and transport equipment for the Transcameroonian railway.

U.S. imports of Cameroonian products were valued at $27.7 million, compared to $13.2 million in 1965, mainly coffee, cocoa and crude aluminum.

Cameroon is a member of the Central African Economic and Customs Union (UDEAC) which also includes Gabon, Central African Republic, Congo-Brazzaville and Chad. While the customs union provides an expanded market of 11 million people and thereby increased opportunities for traders and investors, UDEAC applies a common external tariff (CXT) favoring the EEC and other African countries and handicapping U.S. traders.

Licenses are also required for all imports except those from the Franc zone. Items which are imported for certain developmental industries are, however, exempted from all or part of the CXT and other import taxes.

Economic development in the Cameroon is guided by an over-all 20 year plan (1960-80) which is divided into four plans of five years each. The goal of the over-all plan is to double the 1960 GNP of $285 million by 1980. The principal achievements of the first plan were an expansion of industrial activity and improvements in infrastructure, principally roads and the Transcameroonian Railway.

Cameroon's new development plan calls for a total investment of $668 million, of which almost half will be financed from domestic sources and the remainder by foreign assistance. Priority is given to investments in industry and agriculture (46%), infrastructure and transport (35%) and social services (16%).

The Government attaches particular importance to the agricultural sector, which is the principal source of foreign exchange and income for 85% of the population. Emphasis is on the expansion of agricultural production both for export revenue and for increased self-sufficiency in basic foodstuffs.

To achieve this goal the Government plans to improve cultivation and conservation methods, increase the area cultivated, and diversify crop production. The agricultural program could provide a promising market for exports of agricultural equipment and of agricultural chemicals and fertilizers.

Fertilizer plant needed

A good opportunity also exists for establishing a fertilizer plant capable of meeting a projected demand of 40,300 tons of fertilizers in 1970. Nearly all fertilizer consumed in Cameroon is imported.

The most recent agricultural projects undertaken are a $6.4 million oil palm plantation, which includes the construction of an oil mill with the capacity of treating 60,000 tons of palm nuts, and a sugar project intended to make Cameroon entirely independent of sugar imports within two years.

Nineteen industrial projects in the agricultural area are envisaged under the new plan, including a tomato paste factory with a projected capacity of 6,500 tons of tomatoes in 1970/71.

Forest products, principally logs, account for about 7% of total Cameroonian exports. Proposed projects in this sector include the planting of 2,000 hectares of okoume trees for use in the production of plywood, the constructon of saw mills, and a paper and wood paneling industry.

Cattle are estimated at about 1.7 million, and projects include the recent completion of a meat factory at Maroua and the establishment of an animal fodder processing plant. A major expansion in

Offices aid U.S. firms

A list of offices maintained in the U.S. by Cameroon and 45 other developing nations appears on page 8 of this issue. These offices are designed to assist U.S. companies contemplating joint ventures, licensing arrangements or other forms of investment in these individual countries.

the livestock industry is unlikely until a railroad from North to South is constructed.

The fishing industry, while small, is promising, in view of the salt water lagoons and huge estuary at Douala, which contain a wide variety of fish. A feasibility study for the establishment of a fisheries operation, including the processing, freezing, and export of shrimp and other sea foods, is being carried out through AID support by an interested American firm on the understanding that the American company will pay the full cost if it decides to invest.

Cameroon possesses large quantities of bauxite ore; it is located principally at Martop, where the deposits are estimated at over one billion tons. The Government plans to exploit these deposits and a hydroelectric project is under construction to provide the necessary power for mineral reduction. The completion of the Transcameroonian Railway would help in exploiting the deposits and moving the extracted minerals. The use of this domestic mineral resource could greatly reduce the cost of aluminum production at Edea.

The plan also calls for development of a 200-million-ton iron ore deposit with a purity of 40-60% at Kribi. Several U.S. firms are now engaged in petroleum exploration and distribution.

Cameroon ranks third in industrial activity among countries in the Franc Zone south of the Sahara. At the end of 1965 Cameroon's light manufacturing and processing industries contained about 750 enterprises, capitalized at about $100 million. During 1965 about 32 new industries reached various stages of development, planning, or expansion.

Regular news of investments in construction of new plant as well as expansion of existing capacity within the framework of Cameroon's development plan is characteristic of this country's modest but steady industrial development.

The plan also calls for investment in several new chemical industries, including a factory for insecticides and disinfectants and in the extension of other chemical plants such as plastics, detergents and palm and cotton oil plants; two cement plants; a brick factory; and various projects in the electronics field.

In addition to the new Investment Guaranty Agreement with the U.S., Cameroon also has a liberal investment code which was revised in 1964 further to promote and facilitate foreign private investment in the Cameroon.

For more detailed information on Cameroon's development plan and investment code, **write:** Africa Division, Bureau of International Commerce, Dept. of Commerce, Washington, D.C.

Surging Iranian economy expected to repeat 1966's strong showing

Government takes measures to insure continued price stability; industrial expansion, trade with USSR get high priority

The outlook for the Iranian economy for the new Iranian year which began March 21 is for more of the same kind of favorable, high-level activity which featured the last year. Official Iranian estimates place the growth of GNP for last year at not less than 9%—one of the highest rates in the world.

Price stability under conditions of accelerating economic growth has probably been the outstanding characteristic of the economy until the latter part of last year, when some upward movement occurred. The Government is very conscious of the importance of maintaining stable prices and has launched campaigns against profiteering, particularly on food products.

Since the overall harvest was good and the level of imports continues to be high, it is probable that upward price movements will be moderate in the near future.

The emphasis by the Government of Iran on expanding the country's infrastructure and its industrial bases and on increasing its trade relations with the USSR and Eastern Europe has continued to manifest itself. Recently, several new agreements have been consummated, but it may take some time for the full effect of these agreements to be measured. Meantime, efforts to increase economic relations with the Eastern European countries and the USSR probably will continue.

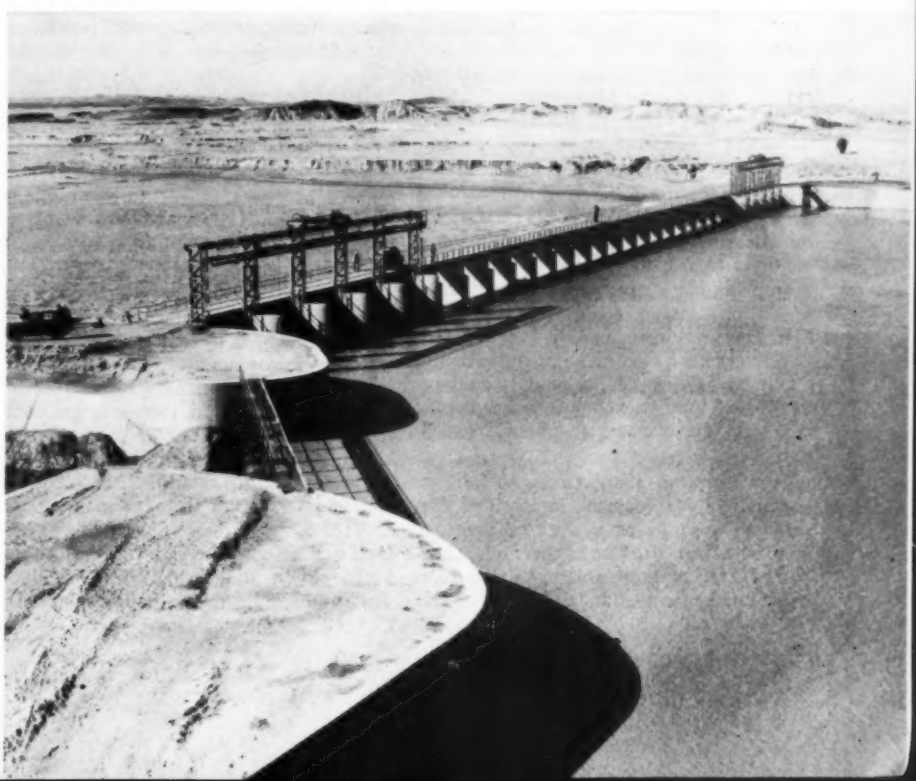
High investment rate

Despite the lack of statistics on private investment, it is quite clear that a high investment rate is being maintained by private enterprise, while public investment also continues to rise.

Furthermore, judging from known plans for industrial expansion, together with the impact of high levels of housing construction, activity will continue on a high plane in commerce, industry and building during the new year.

In a country where almost one-fourth of the gross national product is generated by agriculture and agricultural production levels are largely determined by

IRAN HAS ALLOTED 80% of 1967 oil revenues to development projects, such as the Karkhe Dam, below.



weather conditions, it is necessary to be cautious in predicting future overall growth rates.

A drop in the production of some other crops this year, therefore, would serve only to temper the overall rate of growth and should not by itself reverse the favorable economic tide in Iran.

The Government's expenditures on development projects, while large compared to earlier years, have not been up to planned levels. Although last year the Plan Organization received a larger proportion of the Government's oil income (75% instead of 70% in the prior year), and although it has made greater use of foreign loans, its expenditures for projects through January 20 have been only 6.2% higher than for the comparable period last year. It appears that they will amount to only about three quarters of the goal for the year.

As a result, the Plan Organization is far behind in its payments to contractors for work already completed.

With an 80% share of oil revenues planned for this year and continued growth expected in that revenue, the Plan Organization will still be faced with a challenge in trying to fulfill its budget next year.

Even though the targets for the last two years of the Third Plan may seem overly optimistic, the fact remains that the Government's developmental expenditures are rising and may be expected to continue to rise at a substantial rate

Small payments deficit

Iran's balance of international payments, aside from the effect of exceptional factors, showed a smaller deficit by the end of 1966 than during the earlier months of the year. Payments of $682 million during 1966 by the Oil Consortium and its operating companies continued to dominate this account.

While getting back toward balance, Iran's external accounts are expected to remain tight. Development needs will continue to stretch resources.

Iran's moderate relaxation of exchange regulations on Jan. 18 may, therefore, at first appear surprising. In January the Central Bank issued a notice authorizing banks to sell up to 50 pounds sterling ($140) of foreign exchange to any applicant for any "essential miscellaneous" purpose.

However, the effect seems to be not so much a net increase in demand for foreign exchange as a shift of demand from the free market to the authorized banks. Free market exchange rates have moved closer to the official rate.

U.K.'s foreign trade showed some improvement during 1966

Trade promotion efforts, deflationary measures help boost exports, curtail domestic demand for imports

Trade figures released by the U.K. Board of Trade indicate that Britain's merchandise trade position improved during 1966.

Total British exports for the year reached almost $14.7 billion, an increase of 6.8% over 1965, while total imports amounted to about $16.7 billion, a gain of 3.5%. The trade gap consequently declined from $2.38 billion to $2 billion.

Increases in exports occurred in most product categories, except for coal, textiles, and iron and steel which exhibited substantial declines.

Products showing significant export expansion were: cereals, $117 million, up 89.8%; beverages, $347 million, 11%; chemicals, $1,313 million, 6%; non-ferrous metals, $536 million, 14%; non-electrical machinery, $2,914 million, 12%; electrical machinery, $969 million, 5%; transport equipment, $2,217 million, 9%; scientific equipment, $318 million, 13%; and non-metallic mineral manufactures, $801 million, 17%.

Imports present a more mixed picture. In general, the increases were in manufactured products, while imports of food and many basic materials showed declines. Transport equipment purchases dropped sharply.

Substantial gains

Substantial gains, however, took place in imports of iron and steel, $246 million, up 13%; non-ferrous metals, $1,181 million, 15%; machinery, $1,627 million, 17%; clothing; $192 million, 20%; scientific equipment, $219 million, 9%, and paper products $374 million, 9%.

The movement of United States-British trade during 1966 reflected the U.K.'s continuing efforts to reduce its trade deficit with this country. Britain's exports to the U.S. surged upward by over 25%, passing $1.8 billion, while purchases from the U.S. increased 7.5% to over $2 billion, thus cutting its trade deficit from $424.7 million in 1965 to $200.5 million in 1966.

According to U.S. figures, however, U.S. exports to the U.K. totaled about $1.73 billion and imports $1.78 billion. This resulted in a U.S. deficit of nearly $49 million. The U.S. share of the British import market expanded slightly, to 12.1%, from the 11.7% registered in 1965.

The sharp rise in U.K. sales to the United States may be attributed to the high level of U.S. economic activity as well as to increased trade promotion efforts by the British. On the other hand, the expansion of purchases from the U.S. was hindered by a number of factors, primarily the deflationary measures introduced to curtail domestic demand and eliminate the balance of payments deficit.

Best U.S. sellers

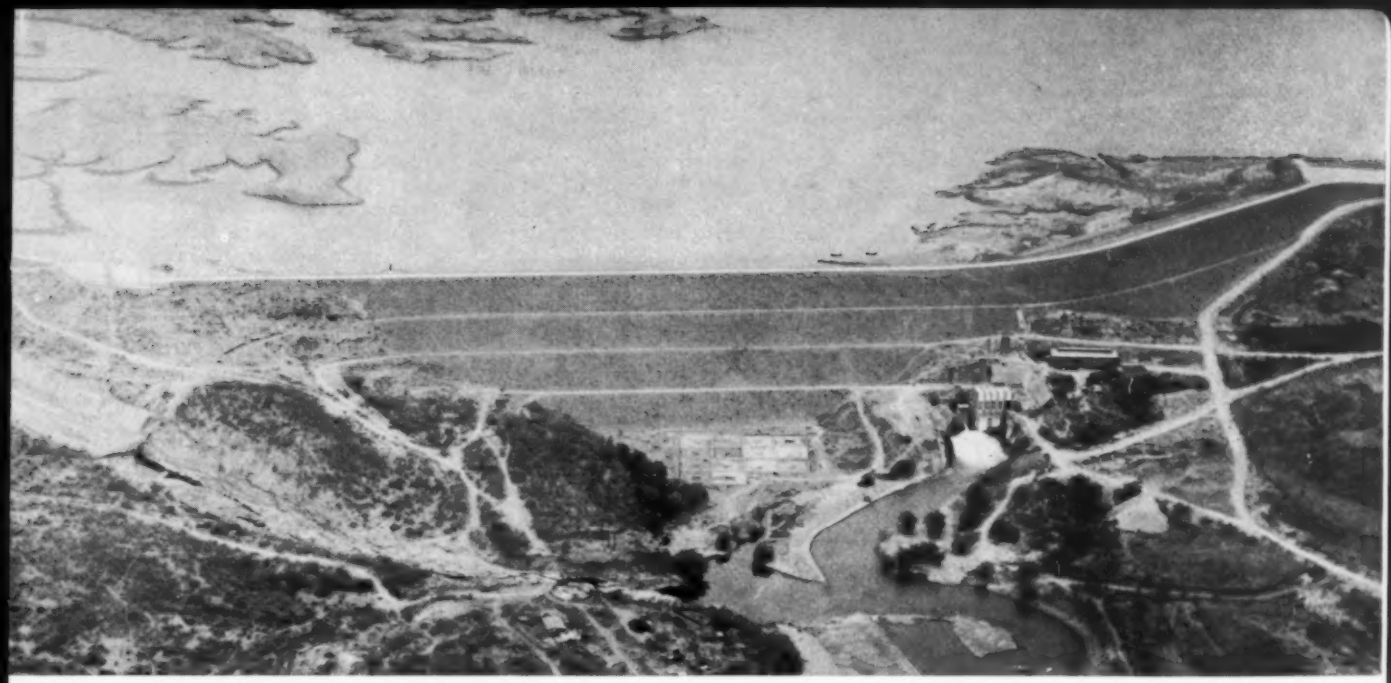
Individual imports from the U.S. which showed substantial growth in 1966 were: cereals, $210 million, up 24.4%; tobacco, $137 million, 44%; non-ferrous metals $138 million, 17%; electrical machinery, $162 million, 18%; and scientific equipment, $74 million, 17%.

Despite these sales gains, the U.S. share of British imports of non-electrical machinery, and electrical machinery and apparatus dropped. This appears to be due to stiffer competition from the EEC countries, especially West Germany, France and Italy.

Products which paced the British sales expansion in the American market last year, were whisky, $175 million, up 15%; chemicals, $24 million, 31%; non-ferrous metals, $81 million, 66%; machinery, $302 million, 48%; non-metallic mineral manufacturers, $190 million, 20%; and transport equipment, $378 million, 45%.

Pattern of trade

The pattern of trade during 1966 revealed that the Commonwealth's share of the U.K. import market continued to decline, shrinking from 29.9% in 1965 to 27.6% last year, while the market shares of the United States, EFTA and the EEC increased. This decline appears to be due largely to the recent weakness in the U.K. markets for agricultural products and raw materials, and to a general shift in sources of supply to the U.S. and other countries outside the Commonwealth.



MEXICAN AGRICULTURAL GROWTH, only 2% in 1966, needs help from such projects as the Sinalona Dam in the northwest, where irrigation is vital.

Mexico keeps on growing

Nation had another banner economic year in 1966; U.S. trade prospects bright

The Mexican economy is growing rapidly, with relative price stability due to greater public and private investment, more productive activity, and rising internal and external demand. Foreign exchange holdings have increased slightly, the trade deficit has been further reduced, and tourism and border transactions are yielding ever greater net earnings.

The outlook is for sustained economic growth and for continued equilibrium in international transactions. Public and private investments are expected to increase further, and the general standard of living should continue to improve.

Mexico's expanding economy, strong international credit rating and stable currency mean favorable prospects for U.S. traders to build on the billion-dollar market which Mexico has become for them, and for U.S. interests to make further productive investment, both direct and portfolio.

Preliminary data indicate that in 1966 the Mexican gross national product (GNP) grew by 7% in real terms, about double the estimated current annual population increase of 3.5%. While the record 10% growth in 1964 had been accompanied by some inflationary pressures, the 5.4% growth in 1965 was deliberately kept lower through restraints in public investment.

Thus, in 1966 the economy regained its momentum, while maintaining relative price stability.

The economy is expected to expand by about the same rate in 1967, in line with stated aims of Mexican leaders. Further growth is assured by the apparently continuing sound economic policies, including fiscal and monetary measures that were enacted in 1966, as well as by the country's ability to attract additional foreign investment and to service a growing external debt without undue strain.

Industries lead growth

The growth lead in 1966 was again taken by industrial production, which now accounts for over 25% of GNP. Manufacturing, spurred by greater internal and external demand, was also quickly responsive to investment in new capacity.

Construction resumed a strong upward surge, due to more public investment and continually growing private demand. Electric energy output kept pace with expanding industrial and domestic needs. Mineral production was stimulated by high export prices and growing internal industrial requirements.

Indications point to increased industrial production in 1967. Producers of iron, steel, aluminum, cement and other primary materials are operating at close to capacity, but plant expansion is under way or planned in practically all cases.

Construction to expand

The outlook for construction is for continued expansion, and electric energy expansion will be pushed by public investment of some $120 million for new generating capacity.

The outlook for mining is somewhat unclear until full effect has been given to the fiscal relief measures approved by the Government early in 1966. Continuing high world prices for certain minerals will tend to encourage the entry of more small and marginal producers into Mexican mining.

There is also, however, evidence of increased interest among substantial foreign investors in long range mining

opportunities in partnership with Mexican capital and using Mexican management.

Overall agricultural growth was only 2% in 1966, due primarily to decreases in cotton, coffee and wheat production. Cotton acreage was reduced somewhat due to weaker international prices and crop diversification policies, while yields of both cotton and coffee were affected by bad weather. Wheat acreage was cut sharply as the Government lowered price supports to avoid subsidized exports of this grain.

Beef production not only satisfied domestic requirements but permitted exports of 590,400 head of cattle and an increase of 56.5% in exports of fresh and refrigerated meat. The shrimp catch increased 9.5% and there were also good increases in lobster, tuna and other catches.

The agricultural outlook for 1967 is favorable, since there is more than usual sub-soil moisture and high water levels in irrigation reservoirs.

Mexican agricultural efforts this year are expected to concentrate on those crops in which self-sufficiency has not yet been attained, such as oil seeds and feed grains other than corn.

Mexican exports of goods expanded by 6.4% in 1966. Agricultural exports, led by cotton, coffee and tomatoes, rose by 2.3% and made up about half of the total.

However, exports of manufactures increased 16% and accounted for 19% of total exports. Reflecting success in diversification efforts, this is more significant than the smaller growth rate of all exports, which would have been higher had Government price support policy not been used to discourage any wheat and corn production in excess of domestic needs.

Rising exports

Total Mexican exports should continue to expand. More importantly, the share of manufacturers in such exports should increase steadily, not only because of rising industrial production but also because of concentrated export expansion activities by public and private organizations. Incentives being offered include the granting of tax incentives and the extension of liberal credit facilities to exporters of manufactured goods.

Mexican imports, which in 1966 increased only 3.1%, also reflected the thrust of industrialization and import substitution policies, as producer goods and industrial raw materials accounted for over four-fifths of the total. The United States again supplied about two-thirds of Mexico's imports of $1.6 billion, but the U.S. percentage was slightly lower than in 1965.

Mexican imports are expected to continue to expand, though probably at a slower rate than exports, as Mexican authorities try to reduce the trade gap. A growing percentage of imports will consist of producer goods to feed Mexican manufacturing, which will turn out both consumer goods and, increasingly, capital goods.

The protection of new industry in Mexico by limiting imports of the product concerned continues to be firm policy. However, new protection is now granted for a definite period, usually three to five years.

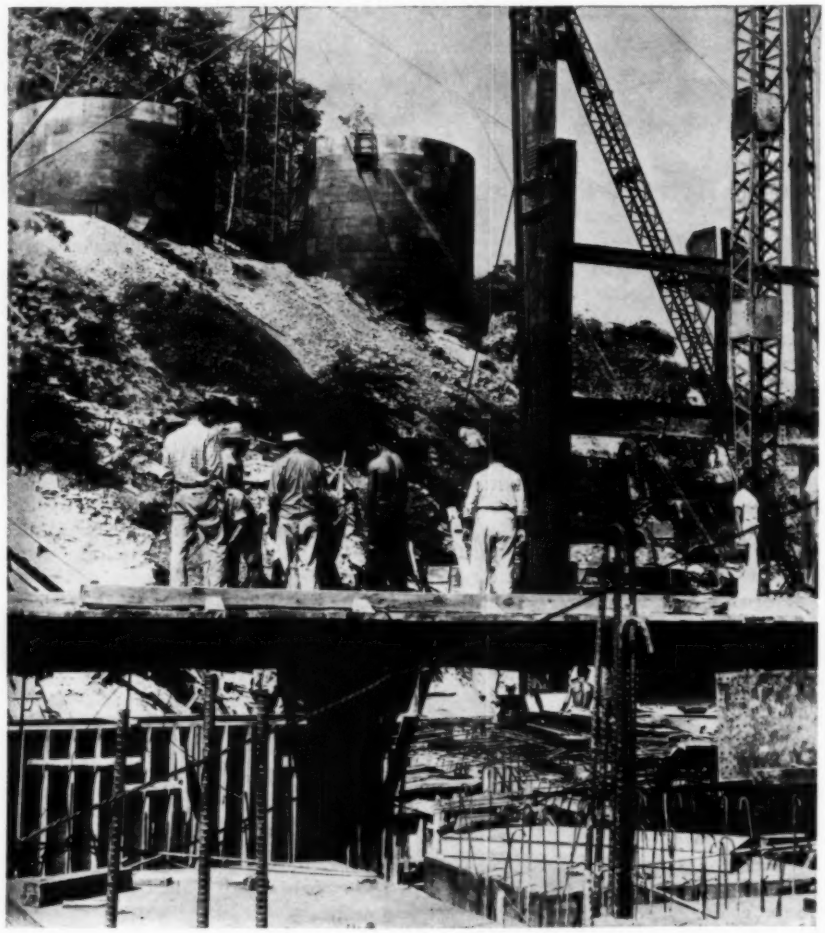
Since exports again expanded at a faster rate than imports in 1966, the trade deficit was further reduced. At the same time, net earnings from tourism and border transactions reached $382 million, compared with $370 million in 1965. The 1966 net would have been higher if expenditures in the United States by Mexico's border residents had not increased by 18.9%, versus an increase of only 7% in U.S. expenditures on the Mexican side.

There should be a further reduction in the trade deficit in 1967, with earnings from border transactions and tourism once again offsetting a higher proportion of the deficit.

Capital inflows from abroad, particularly from official borrowings, were substantially higher than in the previous year. New foreign indebtedness assumed by the Government, aside from $45 million in external bond flotations, came to $536 million, against amortization and interest payments on previous debt of $399 million.

New direct foreign investment, including reinvested earnings, was reported at $186 million. This figure was down $28 million from the 1965 level, when a

MEXICO'S ELECTRIC ENERGY EXPANSION will continue in 1967, pushed by public investment of some $120 million for new generating capacity. This is a hydroelectric project in Oaxaca state.



significant portion was in automotive production facilities. The tight money situations in the United States and elsewhere may also have affected the availability of funds for direct investment in Mexico.

Moreover, some investors perhaps hesitated in the face of Mexicanization (majority Mexican ownership) policies, despite having chosen Mexico over other prospective sites because of its stability, rapid development and good internal market prospects.

The Mexican balance of payments situation is expected to continue to improve, helped by the emphasis given to export expansion and tourist promotion.

Also, with its strong international credit rating, Mexico should be able to continue to borrow the amounts needed to augment domestic resources for the overall investment effort. Existing debt will probably remain manageable, since Mexico has been able to extend short-term borrowing to medium-term, and medium to long-term, to an extent that has significantly reduced the ratio of debt service to foreign exchange earnings.

As total investment increases, accompanied by greater public and private consumption, there is likely to be more pressure on prices. With this in mind, Mexican authorities will undoubtedly continue to encourage expansion of productive facilities and lower cost/higher quality manufactures. At the same time, price ceilings on basic necessities are likely to continue.

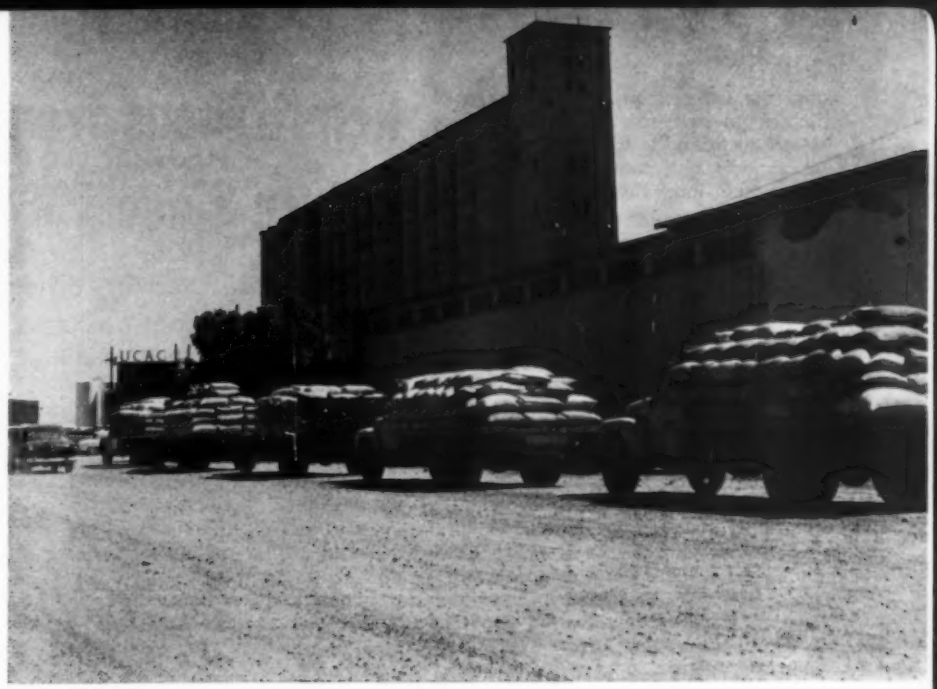
Welcomed by U.S.

The continued growth of the Mexican economy can only be welcomed by the United States, which looks to Mexico to take an increasing leadership role in the development thrust of Latin America. Greater economic strength in Mexico could mean, for example, additional financial and technical assistance to smaller countries of Latin America on the pattern of Mexican help to the Central American Common Market countries in 1966.

In addition, the United States continues vitally interested in the development of its most important trading partner in Latin America and one of its most important in the world

As productive capacity ceilings are reached in Mexico's basic industries, possibilities for U.S. exporters are twofold. First, they may be able to sell increased amounts of the plant equipment needed for expansion and, second, they may become residual suppliers for the product in question.

In the long run, as Mexican industrial production goes up, opportunities are greater for additional U.S. exports of industrial raw materials or components to be used in such production.



TRUCKS LOADED WITH WHEAT are lined up at the elevators of the UCAO—the Union de Credito Agricola Cajeme in Obregon. Mexican wheat acreage has been cut in response to lower price supports.

The modernization of Mexico's textile industry is an example of opportunity for U.S. interests. Modern equipment, estimated at some $80 million through 1970, is to be imported, and U.S. suppliers could participate significantly if their products are competitive in quality and pricing.

The U.S. share of textile machinery imports by Mexico in 1965 was almost 39%.

Government plans for multi-year public works projects should mean opportunities for U.S. suppliers to provide the imported components of tele-communications systems and air navigation facilities, among others. Here, again, active bidding by prospective third country suppliers will force U.S. concerns to draw upon every possible asset, including export financing on competitive terms.

There may be various opportunities for joint ventures of U.S. and Mexican mining interests, although it would be prudent to consider that the current high world price situation for many metals produced in Mexico may not continue indefinitely.

Announced plans of PEMEX for expansion of refining facilities and for further oil exploration should mean opportunities for sales of U.S. refinery and drilling equipment. Meanwhile, until Mexican production can come into line with domestic consumption, imports of refined petroleum products are likely to continue to come mainly from the U.S.

Mexican policy toward new industry and new direct foreign investment should create good opportunities for prospective U.S. investors who can provide technical expertise in lines that are needed in Mexico's general development, and that could be produced at internationally competitive prices.

New U.S. investors can expect Mexican officials to prefer joint ventures with Mexican participation, and they should recognize that such arrangements also offer the advantages of Mexican acquaintance with the local market and business procedures. In a number of fields, Mexican majority participation will be mandatory. Also, that certain proportions of component parts of Mexican origin may be required in some manufacturing fields.

As the share of manufactures continues to increase in Mexican exports, the possibility grows for competition with U.S. suppliers in third countries, such as those in the Central American Common Market and the Latin American Free Trade Area, particularly as Mexican manufactures become more competitive in price and quality. To the extent that labor intensive items are readily available from Mexico, U.S. businessmen may find it more economical to import such items than to manufacture them domestically.

The trend toward a slightly declining U.S. share of Mexican imports means

that the U.S. exporter must work even harder to sell in this market, since Mexico is trying to diversify markets for its exports and, conversely, is open to offers from more diversified suppliers.

Again, competitiveness in quality, price and sales terms are essential if U.S. suppliers are to build on the billion-dollar market which Mexico has already become for U.S. suppliers.

A second U.S. industrial exhibition in Mexico City planned for August 1967 should help boost U.S. sales. The 1966 exhibition meant some $15 million in sales of U.S. machinery to Mexico that might not otherwise have been made.

Since Mexico is essentially self-sufficient in basic agricultural production, the possibility of expanding U.S. agricultural exports to Mexico are limited. There should be, however, greater opportunities for U.S. sales to Mexico of certain chemicals for fertilizer manufacture and some types of sophisticated agricultural machinery.

Mexico's recent decision to limit exports of wheat has already reduced competition for U.S. grain in world markets.

As Mexico tries to improve the economy of its border area, it will undoubtedly continue to press for relaxation of U.S. limitations on duty-free imports by its returning residents and on the amount of liquor they bring with them.

As a border industrialization program develops, there should be many opportunities for U.S. investment, especially in joint ventures for export. As per capita income increases along the border, there is the added benefit to the United States of more purchases by Mexicans on the U.S. side.

Increased tourism in Mexico and continually expanding facilities for tourists are bound to mean a greater flow of U.S. travelers to Mexico. The negative effect on the U.S. balance of payments will be offset by the fact that tourism expenditures in Mexico at least help the economy of a country which makes huge purchases from the United States.

Furthermore, the routes and frequencies which have been allotted to U.S. carriers, through agreement between the United States and Mexico, will return to the United States through its airlines.

For the long term, as the Mexican economy gradually spreads its benefits to the lower income levels of the population, with prices lessening as a result of a bigger internal market and production of manufactures increasing to satisfy that market, the attractiveness of Mexico as an outlet for raw materials and other production goods from the United States should increase even further.

Remittances from Brazil show upturn since 1965 legislation

Flow of interest, profits, dividends and royalties picks up; terms and conditions of loans are subject to commitment to IMF

The flow of interest, profits and dividends, royalties, and technical assistance payments from Brazil has shown a marked increase since 1965, when legislation altering the foreign investment law of 1962 became effective.

The peak year for interest payments was 1965, with the total of $162.5 million reflecting the level and terms of outstanding loans. Payments amounted to $57 million for the first nine months of 1966, but final data for the year are expected to show a considerably higher amount.

Regulations concerning remittances of interest differentiate between direct financial loans and financing associated with importation. Interest on the former may be remitted freely as long as the amount accords with the terms and conditions of the loan, as approved upon registration.

Terms and conditions are subject only to the general limitation that interest rates not exceed the general interest rate applicable to similar loans in the country of origin at the time the loan was made. Interest on loans for financing imports may also be freely remitted if the amount accords with the terms and conditions as approved.

Terms and conditions of these loans are subject to the general commitment to the International Monetary Fund to restrict the volume of suppliers credits under eight years to the level outstanding at the end of 1964.

Remittances for technical assistance amounted to $41.6 million in 1965 and $23.1 million through September 1966. These remittances are generally limited for tax purposes to 5% per year of an individual firm's gross income.

The maximum time interval over which payments can be made is ten years, rather than five years as previously. However, the Central Bank is granting the ten-year repayment period only if a firm can demonstrate a need for the longer period.

Although there is no prohibition against technical assistance remittances to parent companies, such remittances may not be deducted as costs for income tax purposes.

There is no annual limit on the remittance of profits and dividends, except for industries producing luxury goods and services. In this case, remittances in excess of 8% of registered capital and reinvestment are considered repatriation of capital and deducted from the registered base. A tax disincentive is imposed, however, on other profit and dividend remittances in excess of 12% of invested capital (original plus reinvested earnings) averaged over any consecutive three-year period.

These remittances are subject to a supplemental income tax of 40% on profits and dividends between 12 and 15% of capital, 50% on profits and dividends between 15 and 25% of capital, and 60% on profits and dividends over 25% of capital.

Trademark, patent and royalty payments increased from zero in 1964 to $700,000 in 1965 and $1.9 million in the first nine months of 1966. Regulations for these payments are similar to those for technical assistance except that remittances are prohibited to foreign parent firms, defined as those controlling 50% or more of the voting capital of the local firm.

Capital amortization and repatriation may be remitted freely. During the last two years all extraordinary exchange charges and taxes previously imposed on capital transfers have been eliminated. The 25% income withholding tax, to which remittances are subject, does not apply to capital transfers.

Greek self-service firms

For U.S. businessmen interested in the self-service supermarket movement in Greece, the names and addresses of the three leading firms referred to in the article on page 26 of the April 17 issue of *International Commerce*, are:

Etavik S.A. and Niki S.A. (affiliated), 2 Patission St., Athens; Olympia S.A., 11 Voukourestiou St., Athens; Thanopoulos Bros., Aeolou St., Hafteia, Athens.

SECTION OF CENTRAL HIGHWAY in El Salvador, which runs from El Playon to Usulutan, is coated with liquid asphalt as part of country's ambitious highway modernization plan. (World Bank photo.)

El Salvador completes fourth straight year of strong economic growth, but '67 may bring problems

Import value outstrips export earnings—deficit doubled in '66
newly-introduced Christmas bonus system spurs commercial act

El Salvador closed 1966 with a four-year record of unbroken economic progress. Some cracks were appearing in the economic structure, however, which could foreshadow problems for 1967.

Coffee, cotton, and sugar export earnings were not high, but production of food crops increased substantially and earnings from non-traditional exports made an unexpectedly good showing. Considerable progress also was made in housing, education, health facilities, and assistance to small farmers.

Although most of the basic problems such as a scarcity of adequate housing, shortage of skilled labor, unemployment, and disparity of incomes remain, they are recognized by the authorities and by many influential private citizens and real efforts are being made to solve them. The peaceful democratic election in March 1967 should provide a basis for continued progress.

The substantial increase in commercial activity in the last quarter of 1966 generally was attributed to the annual Christmas bonus program of the Government and private business, a practice which is becoming an institution in San Salvador and is spreading to other areas. As a result, cash sales increased and credit buying, although up in absolute terms, declined as a share of total purchases.

Automobile sales increased, but the outlook for early 1967 was not especially good.

Travel and tourism, which continued an overall increase, received an extra boost in November from the second El Salvador International Fair.

Potential investors continue to visit El Salvador, investigating new opportunities. One U.S. firm was studying the possibility of opening the Hotel de Montana on Cerro Verde; a U.S. aerosol filling plant opened in November and a U.S. air conditioning firm inaugurated an assembly operation in January.

First full year

In its first full year of operations, Financiera Desarrollo e Inversion, S.A., the private industrial development bank, extended loans totalling almost $7 million, with 65% being either medium- or long-term loans. The Salvadoran Industrial Development Institute (INSAFI) had committed all of a $4.5 million AID industrial development loan, but had available a $1 million loan from the Central American Bank for Economic Integration and a $3 million loan from the Interamerican Development Bank, plus resources through the Central Reserve Bank's newly established Development Fund. During 1966 INSAFI granted 209 loans amounting to approximately $4.7 million.

The construction industry continues to be one of the mainstays of the economy. The value of outstanding construction loans by commercial banks at the end of the year was 10% higher than at the end of 1965. In just over two years of operation, with indirect AID assistance of seed capital, the savings and loan associations have helped to construct over 950 houses. Two of these associations are joining to build the largest single project undertaken by private capital to date, a 102-room development.

The Government housing institute built another 1,739 units in 1967, bringing the total of its subsidized units to 14,988. Work was started early in 1967 on a 601-house AID project financed by two U.S. insurance companies.

Preliminary figures indicate that exports increased in 1966 by about 1.7% to $192 million, but imports increased even more, by almost 10%, to $221.5 million. The resultant trade deficit of $29.5 million was more than double that of 1965.

Coffee and cotton continued to comprise the greater part of export value, almost 60%. The world price for Salvadoran coffees continued to sag, how-

ever, facing the country not only with a drop in foreign exchange earnings, but with another decrease of bonus coffee export quotas under the international coffee organization.

Earnings from cotton and sugar also decreased, the former because of decreased plantings and the latter because of record low world prices.

Exports of processed and manufactured goods continued to increase, reflecting the country's growing industrial development. Shrimp exports also continued to increase.

Commercial bank credit increased in the last quarter, resuming the upward trend which, with the exception of the third quarter of 1966, had been apparent for the past four years. Total credit, boosted mainly by increased loans to autonomous agencies and financial institutions, grew by 11% over the close of 1965. Bank deposits increased by about 10% during the year. The money supply exhibited the usual seasonal expansion in he last quarter, but declined by about 4% during 1966.

Rather than the anticipated bumper crop, it appears that the 1966-67 coffee crop will be not much larger than last year's reduced crop.

The cotton crop was estimated at 170,000 bales, down 25%, but the quality of the crop was reported as excellent and substantial sales from the new crop have been made at slightly improved prices. A bumper sugar crop, however, did not face very bright prospects for shipments to the depressed world market.

A record corn crop, reduced imports of that product sharply, and a record rice crop was expected to result in large exports. Output of the other staple food, beans, also was higher.

New international bridge

The new international bridge over the Anguilatu River on the Salvador-Guatemala border north of Metapan was completed. Improvements of the road from Santa Ana are continuing. This system will provide an important commercial link between the ports of Acajutla in El Salvador and Matias de Galvez on the Atlantic coast of Guatemala.

The paved highway between Santa Tecla and La Libertad, which was completed in the last quarter of 1966, reduces the average driving time to about one-half hour. Reconstruction of the pier at La Libertad has been approved.

Plans have been abandoned temporarily for a hydroelectric installation at Pozo de Silencio on the Lempa River, similar to the one called Cinco de Noviembre, which is already in operation.

Spain approves $548 million investment plan for state-owned industrial group during 1967

National Institute gets 70% of funds from private sources; investment figure is about 29% higher than total for 1966

The Spanish Government has approved the 1967 investment plans of Instituto Nacional de Industria (INI)—the state-owned industrial group—calling for expenditures of $548.8 million.

INI, comprised of 76 firms employing a total of 150,000 persons, accounts for 5 to 6% of Spanish industrial production and from 2 to 2.5% of Spanish gross national product.

INI activities are concentrated, however, in a selected group of main industries where its percentage of national output is often quite high.

For example, in automobile production INI accounts for 62% of the national output, in cellulose production 60%, aluminum production 52%, nitrogenous fertilizers 51%, oil refining 49%, pig iron 34%, shipbuilding 33%, electric power 34%, and steel production 19%.

Sharp increase

In recent years, INI has increased its investment programs sharply, often financing them by floating investment certificates backed by the Treasury. The cumulative value of INI investments during the four years of Spain's First Development plan amounts to $1.7 billion, 70% of which was raised in the private capital market.

INI investments financed in this way represent fully 13% of total public investment, and total INI investments have accounted for some 10% of the annual national net asset formation.

Under the 1967 plan, approved by government order published in the State Gazette on Feb. 23, the total INI investment figure is about 29% higher than the $425 million approved for 1966.

INI will obtain $166.6 million, the same amount as in 1966, through Treasury credits and the issue of Treasury-backed bonds.

About one-fourth of the approved investments, approximately $141.6 million, are slated for the steel and aluminum production industries, with the greatest share, $130 million, allocated to the ENSIDESA and UNINSA steel mill expansion projects. This is more than $50 million beyond that authorized for the steel and aluminum industries in 1966.

The electric power industry ranks next with $105 million allocated for investments, about $16.6 million above the 1966 level.

INI-controlled tourism and transportation corporations are slated to double their outlays for 1967, primarily as a consequence of the large investments approved for the national airline, IBERIA, which amount to $93.3 million compared to $35 million last year.

A substantial increase in planned investments also is expected in the metal manufacturing industries owned by INI, up nearly 80% compared with last year. In large measure this is attributed to the substantial expansion in SEAT, INI's automotive enterprise, which has been authorized to invest $61.6 million against $21.6 million in 1966.

The chemical and mining sectors show a decrease. In the first case this is due to the fact that investments in petrochemical projects were given particular priority last year.

As for the mining sector, the order states that most investments expected to take place in oil prospecting during the year were not, for administrative reasons, included in INI's new investment program, whereas in previous years such investments were reflected to a certain extent in programmed allocations.

Mexican auto parts maker to buy U.S. goods with loan

The Export-Import Bank has authorized a $2.8 million Alliance for Progress loan to Spicer Perfect Circle, S. A., a Mexican manufacturer of axles, drive shafts, piston rings, and other products for Mexico's growing automobile industry. Total cost of the expansion program for which Eximbank assistance has been authorized is some $4.7 million.

Chile copper mine project needs U.S. equipment, services

$110 million Alliance loan to increase copper production; will improve living conditions for company personnel

Sociedad Minera El Teniente, S.A. (El Teniente Mining Co.), a new Chilean corporation, will buy U.S. equipment and services with credits from a $110 million Alliance for Progress loan, recently authorized by the Export Import Bank, to carry out a major expansion program at the El Teniente mine.

Hundreds of U.S. firms are expected to enter bids to supply portions of equipment and services to be financed by the Eximbank loan. Procurement will be through Braden Copper Co., 161 East 42nd St., New York City, purchasing agent for the new Sociedad Minera El Teniente S.A.

The expansion program, known as Project 280, will:

Raise annual copper production capacity from 180,000 tons to 280,000 tons; greatly improve the company's personnel's living conditions; stimulate U.S. and Chilean industrial production by supplying goods, services and other requirements of the program; substitute paved roads for narrow gage rail transport; and expand power production.

Because of the continued growth in world demand for copper, Project 280 will contribute significantly to Chile's foreign exchange earnings. The Chilean Government already has approved the expansion program at the El Teniente mine. The mine, located 50 miles southeast of Santiago, was first opened in 1904, and has yielded over six million tons of copper.

The mine was formerly owned by Braden Copper Co., a subsidiary of Kennecott Copper Corp. of New York. The new firm is owned 51% by La Corp. del Cobre, an agency of the Chilean Government and 49% by Braden.

Major aspects of Project 280 include opening a six-mile tunnel from the mine to the new concentrator, and expanded smelting facilities. In addition, some 3,000 housing units are to be financed in part under the Project. Much of the apartment-type housing presently provided for employees at Sewell is inadequate and heavily overcrowded, due to its location on the steep slope of the Andes near the mine site which precludes expansion. New housing is to be constructed in Chile's Central Valley, some 6,000 feet closer to sea level, where adequate space is available. This undertaking will permit substantially more employees to live with their families than is now possible.

Forty percent of the cost of the housing will be borne by El Teniente, and the balance will be financed by Corp. de la Vivienda, an agency of the Chilean government. Through long term financing arrangements, the employee will become owner of his own home. An improved road system will make daily commuting for employees possible, eliminating a serious obstacle to increased production occasioned by the limitations of the present narrow gage rail network. A new medical center for pre- and post-employment examination will be built at Rancagua, and a new administration building near the mining area will include a first aid station. To provide improved communication, automatic telephone service will be established to serve the El Teniente area.

Two existing company-owned hydroelectric plants will be enlarged, and diesel generating facilities will be added to meet peak load needs. The major part of the additional electric power requirements will be purchased from the Chilean National Electric Co (ENDESA).

Eximbank's $110 million loan, to be guaranteed by the government of Chile, will finance purchases of U.S. equipment and services only. In addition, $120 million equivalent will be expended by the completion date in 1971 for costs in Chile of this expansion and modernization project. These local expenses will be financed by borrowings of $27.5 million from the government of Chile and $92.7 million from Braden Copper Co. The principal amount being invested by Braden is to be insured by the U.S. Agency for International Development in its Specific Risk Guarantee Program.

U.S. export rights denied Austrian firm for indefinite period

An Austrian dealer and distributor of welding equipment has been denied U.S. export privileges for an indefinite period.

Schweisstechnik G.m.b.H., a Vienna firm with branch offices in Linz/Donau and Graz/Styria, failed to account for its disposition of nine shipments of welding equipment exported to it by a U.S. supplier in 1965 and 1966.

Commerce Department's Bureau of International Commerce is seeking to determine if the equipment was reexported or traded in violation of U.S. export regulations. In accordance with the U.S. Export Regulations, BIC inquired by written interrogatories as to the disposition of the goods, and the firm failed to respond.

The denial order, effective April 8, will remain in force until the firm supplies the information requested, or shows good reason for failure to do so.

Under the terms of the order, Schweisstechnik is prohibited from dealing directly or indirectly in commodities or technical data of U.S.-origin. The same restrictions apply to the firm's agents, representatives and employes.

The Export Regulations provide that without authorization from the U.S. Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges in commodities or technical data exported from the United States.

Austrian market improves for U.S. turkeys, wheat

The U.S. Embassy in Vienna reports that U.S. exporters may expect to make gains in the Austrian market in the sale of turkey products. Although turkey consumption in Austrian is still concentrated in the Christmas holiday season, marketing groups are boosting turkey as a year-round dish.

Turkey specialities recently introduced into Austria such as rolls and smoked meat should have a fairly good selling potential once they become better known.

In addition, contracts calling for a total of 3,500 metric tons of U.S. durum

wheat were recently awarded to Austrian importers, after a considerable interval during which Austrian wheat quotas did not include the U.S. as an eligible source of supply. If the quality of this grain proves to meet the stringent quality requirements of Austrian processors, there is a chance that part of the future demand for durum wheat will be covered by imports from the U.S.

Iran to buy U.S. goods, services with Eximbank loan

$71 million to be spent in U.S. for $172 million plant

The Export-Import Bank has authorized a $60 million loan to the Imperial Government of Iran to help finance U.S. purchases of equipment and services by Shahpur Chemical Co., Ltd., for a petrochemical plant to be built adjacent to the port of Bandar Shahpur at the northern tip of the Persian Gulf. Shahpur Chemical Co. is jointly owned by National Petrochemical Co. of Iran, a wholly-owned subsidiary of the National Iranian Oil Co., and Allied Chemical Corp. of New York.

Total cost of the plant will be $172.5 million; about $71 million of this amount will be used to purchase U.S. equipment and services. Allied Chemical Corp., the National Petrochemical Co. of Iran, The Plan Organization of Iran, and European and Iranian banks will finance $112.5 million of the total cost of the project.

The plant will use natural gas transported by pipeline from the Masjid-i-Suleiman gas fields located about 120 miles north of the plant site. Products to be sold by the plant will be ammonia, sulphur, urea, phosphoric acid, and diammonium phosphate. Export markets in the Near East and South Asia are expected to absorb over 80% of the company's production.

M. W. Kellogg Co. division of Pullman, Inc., will provide design, engineering, construction supervision services, as well as procurement from U.S. suppliers not yet selected.

The $60 million loan is to be repaid in 18 semiannual installments beginning in Nov. 1970.

Export-Import Bank loan for Thai satellite station will boost U.S. sales

A $4 million Export-Import Bank loan to Thailand will help finance U.S. dollar costs of an earth station for satellite communications to be built at Si Racha, 55 miles southeast of Bangkok.

The new receiver, to be operational by April 1, 1968, will cost a total of $5.65 million equivalent, and will have a capability of up to 300-voice channels simultaneously.

The completed facility will be operated by the Thai Ministry of Communications, through its Post & Telegraph Department.

Eximbank's participation in this undertaking will require the U.S. supplier to extend credit to the Government of Thailand in an amount of not less than 10% of the contract price of U.S. equipment and services.

The present loan is Eximbank's second to finance U.S. equipment and services for ground receiving stations. In February of this year a $5.9 million loan was authorized to help finance a ground station in the Canary Islands and one at Buitrago, near Madrid. The Government of Thailand has yet to select a U.S. supplier for the new projects.

AEC opens way for use of 54 of its U.K. patents

The U.S. Atomic Energy Commission has announced the titles of 54 AEC-owned British patents on which it will grant licenses.

While the Commission prefers to grant non-exclusive licenses for periods of from three to five years, it may, in specific instances, grant exclusive or limited licenses for limited periods. The specific terms and conditions of each license will be subject to negotiation; however, all licenses will be subject to the AEC's authority to grant licenses to United States nationals.

Inquiries wih respect to a license on a particular patent, or group of patents, should be addressed to the U.S. Atomic Energy Commission, Washington, D.C. 20545, Attention: Office of the Assistant General Counsel for Patents. Copies of the patents may be obtained from the British Patent Office, London, for a service charge. Abstracts may be obtained from the News Service Branch, Division of Public Information, U.S. Atomic Energy Commission, Washington, D.C. 20545.

Israel has new investor's incentives for two regions

The Israeli Government has drawn up new measures designed to enhance the existing incentives offered under the 1959 Law for Encouragement of Capital Investment.

Currently awaiting formal adoption, which is expected shortly, the new measures would favor the southern (south of Beersheba) and northern (northeast of Nazareth) regions of the country where industry has not advanced as rapidly as it has in the narrow central region that brackets Tel Aviv and Haifa.

For an approved investment project in either of the two favored regions, a government grant would be available to cover one-third of the capital investment in machinery and equipment, plus one-fifth of that in land improvement. Also, up to 55% of the total investment in fixed assets would be financed by the Industrial Development Bank of Israel at a subsidized interest rate of 6½% (as against 10% without the subsidy), provided the total of the grant and the subsidized loan did not exceed 80% of the overall investment in fixed assets.

In addition, purchases of machinery and equipment would be exempt from indirect taxes, regardless of where it was purchased. At present, this exemption applies only to such items purchased with foreign exchange. The same incentives, but with the terms scaled down somewhat, would be applicable throughout the remainder of the country not falling within the favored northern and southern regions.

Meanwhile, the Israeli Investment Authority has drawn up a list of industries in which new investment is to be given special emphasis. Though the new incentives described above would not be limited to investments in these listed industries, the latter have been identified as of special interest because of their promising export potential.

Following are some of the industries listed by the Israeli Investment Authority:

Fur and leather fashion wear, Irrigation equipment, Agricultural equipment, Food processing equipment, Equipment for chemical industries, Commercial baking and cooking equipment, Construction equipment, Hospital and dental equipment, Laboratory equipment, Pharmaceuticals, Electrical instruments and Industrial diamond tools.

EEC sets more tariff quotas and duty suspensions on numerous commodities to be imported from non-members

Measures will be valid for remainder of 1967; previous issue carried first 1967 quotas

The European Economic Community (EEC) recently published the following tariff quotas and duty suspensions (partial or total) which will be valid for the remainder of 1967 on products imported from non-EEC countries. (See INTERNATIONAL COMMERCE, Dec. 12, 1966, p. 31, for first 1967 tariff quotas and Feb. 28, 1966, p. 20, for last year's tariff quotas).

The tariff quotas shown below are listed by the EEC Common External Tariff number and the designation of the product followed for the quotas by the Member State or States to which granted, the volume limitation in metric tons, the in-quota duty in percent ad valorem, and the duty suspensions by the duty in percent ad valorem or zero duty (when the suspensions are total).

Tariff Quotas:

7302D—Ferrosilicomanganese, Federal Republic of Germany and Netherlands, 21,390 and 110, respectively, 0; **7302C**—Ferrosilicon, Netherlands and Belg.-Lux., 3,270 and 9,330, respectively, 0; **ex 7302EI**—Ferrochrome (containing by weight 0.1% at least of carbon and more than 30% through 90% of chrome), Netherlands, Belg.-Lux., and Italy, 60, 400, and 1,940, respectively, 0; **7901A**—Zinc spelter, unwrought zinc—Netherlands, 10,000, 0: **ex 7901A**—Unalloyed unwrought zinc, F.R. Ger., 50,000, 0.

Duty Suspensions:

ex 0801D—Cashew nuts, 2.5; **0902A**—Tea imported in immediate containers of a net capacity of 3 kg. or less, 5; **0902B**, Tea, other, 0; **0903** Mate, 0; **ex 0904** AIIc—Pimento of the genus "Capsicum," neither crushed nor ground, other (than that intended for the manufacture of capsicin or Capsicum oleoresin dyes or for the industrial manufacture of essential oils or resinoids), 10;

ex 0904B—Pimento of the genus "Capsicum," crushed or ground, 12; **ex 0908AIIb**—Amoms and cardamoms, neither crushed nor ground, other (than for the industrial manufacture of essential oils or resinoids), 0; **ex 0909 AIIIb**—Seeds of coriander, neither crushed nor ground, other (than for the industrial manufacture of essential oils or resinoids), 0; **ex 0909BII**—Seeds of coriander, crushed or ground, 0; **0910DIb**—Ginger in the form of whole roots, other (than for the industrial manufacture of essential oils or resinoids), 0; **0910DII**, Ginger in other forms, 0; **ex 0910EII**—Curry powder & paste, 0.

1302AII—Shellac, seed lac, stick lac and other lacs, bleached, 0; **1507BIa 2**—Castor oil, intended for other purposes (than the manufacture of amino-undecanoic acid for the production of synthetic textile fibers or artificial plastic materials), 7; **ex 1507BIb 1**—Oil of tobacco seed, crude, 0; **ex 1507BIb 2**—Oil of tobacco seed, other; **ex 2001**—Mango chutney, 0; **ex 2004**—Ginger, preserved with sugar, 0; **ex 2006BIIa**—Ginger, prepared or preserved, containing added sugar but no alcohol, put up in containers having a net capacity of more than 1 kg., 0; **ex 2006BIIb**—Ginger, put up in containers having a net capacity of 1 kg. or less, 0; **ex 2104**—Liquid mango chutney, 0; **4403A**—Wood in the rough, whether or not barked or merely roughed down, being tropical woods of the species specified in the additional Note to Chapter 44 of the Common Tariff, 0; **4404A**—Wood merely squared, being tropical woods of the species specified in the additional Note to Chapter 44, 0; **4405**—Wood sawn lengthwise, sliced or peeled, but not further prepared, of a thickness over 5 mm., being tropical woods of the species specified in the additional Note to Chapter 44, 0; **ex 9706**—Cricket & polo equipment, 0.

Norwegian parliament reduces tariffs on autos

The Norwegian parliament has adopted legislation reducing the tariff levied on motor vehicles imported into Norway from 30 percent on automobiles and 20 percent on commercial vehicles to 10 percent on both. At the same time, however, internal taxes have been adjusted upwards so that the price to the consumer remains unchanged. The date on which the new system becomes effective has not yet been determined.

New passenger autos and trucks from both EFTA and non-EFTA countries are equally subject to this import duty because it is maintained for fiscal reasons.

Corrections are listed to translation of Indonesian Foreign Investment Law

The English language version of Indonesia's Foreign Investment Law, signed on Jan. 10 as Law No. 1 of 1967 and publicized in INTERNATIONAL COMMERCE on Jan. 30, contains several errors in translation which should be corrected in copies distributed by the Bureau of International Commerce's Far Eastern Division.

Page 2—Paragraph 5 of the Preamble should read: Law No. 37 Prp of 1960 regarding Mining and Law No. 44 Prp of 1960 about Oil and Natural Gas Mines.

Page 5—Article 8 should read: (1) Investment of foreign capital in the field of mining will take place in cooperation with the government on the basis of a contract of work or other basis which accords with valid legislative regulations.

(2) The system of cooperation on the basis of contracts of work (kontrak karya) or in another form may be implemented in other fields of endeavor to be stipulated by the government.

Page 18—Article 15-a-2 of the Elucidation should read: Division of profit obtained during a period of tax exemption should also be properly exempt from dividend tax.

Yemen bans, limits certain imports

Yemen's Ministry of Economy has issued four decrees, effective Mar. 10, banning certain imports and limiting the importation of certain other items to the ports of Hodeida and Mocha.

Imports of raw cotton, tobacco (except cigarettes) coffee, skins and salt are totally prohibited.

Imports of the following items may be made only through the ports of Hodeida and Mocha: motor vehicles, new or used; grinding mills; pumps; motors; drilling equipment; road building equipment; winches; electrical apparatus; electrical generators; electric washing machines; butagas equipment; petroleum products and derivatives including diesel oil, gasoline; kerosene, fuel oil, and lubricating oils; cigarettes and matches. The latter two items may be imported only through the National Tobacco & Match Co.

Argentina issues law to replace previous drug price control act

Regulation creates system for financing research, sets rules on prices, profits, royalties and price adjustments

Argentine Law 17,189 of March 1 replaces a previous pharmaceutical price control law, and establishes regulations over prices, profits, royalty payments, and creates a system for financing pharmaceutical research. It authorizes upward price adjustments provided the producers inform appropriate authorities ten days prior to putting the increases into effect.

Maximum net profit to be allowed manufacturers and importers under the new law is 11%. Non-production costs, such as administration, sales, financial, and advertising expenses, may not exceed 45% of the factory sales price.

Royalty payments may be added to sales prices but will not be allowed as a part of net sales for purposes of computing profit. Royalties may not exceed 7% of total annual sales of pharmaceuticals subject to royalty agreements. With the prior approval of the government, royalty contracts are renewable on maturity for a seven-year period.

Manufacturers who conduct scientific research may use such costs in arriving at their factory sales prices. The companies covered by the law must make quarterly payments into the National Health Fund equal to 1% of quarterly sales. Net profits in excess of the authorized limit are also paid into the fund. These funds are to be used for support activities on standards and for pharmaceutical research.

Operations related to the export of pharmaceutical specialties are excluded from the provisions of the law.

Wholesale and retail markup

Wholesalers are permitted a 13% markup over factory prices; retailers are allowed a 25% margin over the wholesale price. Both manufacturers and wholesalers are prohibited from making retail sales to the general public.

For copies of the law write to the Chemical and Allied Products Division, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20230.

Dominican Republic cuts holidays from 22 to 9

The number of legal holidays in the Dominican Republic has been reduced from 22 to 9. Law No. 108, effective as of Mar. 21, governs both the public and private sectors.

Legal holidays now include: Jan. 1, New Year's Day; Jan. 21, Day of Our Lady of the Altagracia, Protectress of the Republic; Jan. 26, Day of Duarte; Feb. 27, Independence Day and Flag Day; Corpus Christi Day (variable); Aug. 16, Day of the Restoration; Sept. 24, Day of Our Lady of Mercy; and Dec. 25, Nativity of Our Lord Jesus Christ.

Every Sunday continues to be a non-working day, and Holy Friday (variable) is declared a Spiritual Day, and a non-working day. Holy Saturday is declared a Spiritual Day, but a working day.

The 13 eliminated holidays, including 7 religious holidays eliminated with the approval of the Catholic Church, have been added to the long list of "Commemorative Days", which are working days. Law No. 360, 1943, continues so that on Jan. 26, Feb. 25 and 27, Mar. 9, Aug. 16, and Oct. 12 all persons are obliged to display in front of their houses or establishments at least one national flag made of cloth.

Peru approves new tariff concessions to GATT

Peru has approved the new list of tariff concessions granted to GATT members. The concessions consist mainly of binding statutory duty rates but with some duty reductions, mainly on textile and duplicating machinery and on telephone, telegraph, and X-ray equipment. The decree, published Mar. 17, also provides for the new tariff concessions to be retroactive from Jan. 1.

Dominican Republic law imposes duties on certain food imports

Certain specialty foods previously exempted from duties and taxes now are subject to a special 10 or 15% ad valorem import tax by Dominican Republic Law No. 110. The action became effective March 22, 1967.

The law also stipulates that a deposit be made with the Central Bank of 10% of the FOB value of the import of these same goods for a period of six months at the time of customs clearance.

Products subject to the 10% ad valorem import duty are these: herrings and other smoked fish; dry salted codfish and other fish; canned baby foods; and non-fat, homogenized or dried milk for baby formulas.

Those which pay a 15% ad valorem import duty are: jerked beef; herrings, mackerel and other fish in brine; starch or edible cornstarch; prepared cereals; soups and bouillons; codfish, herrings, and mackerel in glass, tins, or earthen containers; salmon and tuna fish; sardines; and preserved, evaporated or condensed milk or cream.

Pakistan relaxes prior rules on free list import items; sets up credit regulations

Pakistan has declared that exchange dealers (banks) may now establish letters of credit for imports of free list items against Pakistan's own foreign exchange resources on written authorization by the Office of the Chief Controller of Imports and Exports of the Government of Pakistan.

This is a relaxation of earlier measures, (see INTERNATIONAL COMMERCE, Mar. 6, p. 25) which had imposed a temporary moratorium effectively on free list imports against Pakistan's own exchange resources.

Free list imports against U.S. Agency for International Development funds were not affected by the earlier restrictions.

France frees two canned good items imported from U.S.

France has liberalized canned asparagus and pineapple juice imports from the U.S. under tariff positions 20.02-D and 20.07-B-III respectively, thus freeing these items from prior quantitative restrictions.

Brazilian textile company interested in expansion move

Joint venture proposal aimed at working capital

A large Rio de Janeiro textile firm, specializing in the manufacture of woolen, polyester and viscose fiber fabrics, principally for men's wear seeks a joint venture to expand production. Requested of a U.S. firm, in return for equity, is approximately $1.3 million to be used for working capital.

Founded in 1895, the Brazilian concern operates three plants covering an area of over 8,600 sq. yds. Each plant maintains a retail department, and the company has additional retail outlets in several major cities. Reportedly, the firm's suiting materials are of excellent quality and extremely popular on the domestic market.

The company has about 800 employees, including over 80 administrative personnel. Annual production is estimated at over 1.3 million yards, 95% of which is in polyester mixed fibers. The Rio de Janiero firm claims the domestic market could consume double its current output, and a 2.1 million yard production level could be attained through reasonable plant expenditures.

It is reported that the company has recently acquired an interest in two Brazilian textile mills.

U.S. firms interested in exploring this proposal may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Degree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

U.S. firms interested in obtaining further information about the proposal should **write:** D'Olne Companhia de Tecidos "AURORA", Rua Buenos Aires 150-A, 2nd andar, Rio de Janeiro, Brazil. WTD.

Developing lands' offices are listed in this issue

Attention is called to the story "Nations have U.S. offices" on page 8 that lists the investment advisory offices in the United States of 46 developing nations.

The list has recently been revised by the Office of International Investment in the Bureau of International Commerce, U.S. Department of Commerce. It provides addresses and phone numbers of offices, mainly in New York and Washington, that can give current information regarding specific investment opportunities, industrial incentives, legislation, taxation and other important factors affecting private investment in these nations.

Promising minerals in Turkey, Report by U.S. attache says

Property owners seeking foreign partners to develop deposits

A recent report by C. A. Wendel, Minerals Attache at the American Embassy in Ankara, indicates the existence of a number of promising mineral properties, some of which may interest U.S. mining firms. In each case the owner of the property has shown some degree of interest in obtaining a foreign partner to develop the deposit.

Description of 11 properties are summarized in the report. The minerals are copper, lead-zinc, diabase, perlite, magnesite, bentonite, manganese, onyx-marble, and crystalline asbestos.

The following quotation from the four-page report illustrates 11 summaries:

"Perlite Deposits Near Bergama (Izmir province) and Biga (Canakkale province)

"The Biga deposits are now being operated with a yearly production of about 1,000 tons. Reserves at the properties are estimated on the order of one million tons of visible rock. Both properties are in proximity to ports on the Aegean Sea. Tests made on shipments to France and samples sent to the United States have been encouraging. Sales have also been made to two small perlite processing plants in Istanbul.

"It is thought that with the short haulage distance to the Aegean ports and the possibility of ocean freight of about $8 per ton to Atlantic seaports in the United States may make exports to America possible."

Write: Bureau of International Commerce, Office of International Investment 876, Department of Commerce, Washington, D.C. 20230.

Complete details on each or all of the properties can be obtained by **writing:** Turkish Mining Assistance Commission, Ataturk Boulevard 53/7, Ankara, Turkey.

Athens offers chance for investors to help finance Olympic Stadium

An international tender will probably be issued in late April or May for financing and construction of the projected 100,000 seat Athens Olympic Stadium (see INTERNATIONAL COMMERCE, April 3, p. 58).

It is likely that proposals based only on construction of the project and omitting the financing aspect will receive little consideration.

Firms interested in obtaining further details prior to the issuance of the bid should **write:** Mr. N. Baltatzis-Mavrokordatos, General Secretary, General Secretariat of Athletics, 25 Panepistimiou St., Athens, Greece.

German instrument maker has license request

A manufacturer and distributor of instruments, equipment and glass containers for laboratory use seeks licenses to produce heating apparatus, instruments, glass containers and tubes for industrial, medical and other type laboratories.

The German company distributes its products on both the domestic and export market. It reports annual sales of around $375,000.

For further details **write:** Mueller KG., 9 Am Huettengraben, Postfach 248, 593 Huettental-Geisweid, Germany. WTD.

Two French concerns want U.S. licenses for industrial lines

Electronic, navigational, prefab home items of interest

Two French firms are seeking licenses in the U.S. for producing electronic components and navigational equipment, and manufacturing prefab vacation homes and millwork.

• A Paris producer of prefabricated vacation homes and millwork wants the license to manufacture U.S. type prefabricated vacation homes and millwork. The French firm reportedly is also interested in importing these products from the U.S.

Established in 1931, the Paris company imports wood from Scandinavia, Central Europe and Canada and wholesales lumber. It has approximately 60 employees and operates a plant covering over 190,000 sq. ft. The French concern is capitalized at $405,000 and reports total annual sales of approximately $7 million.

Interested U.S. companies can obtain additional details if they **write:** Societe A. Fruitier & Cie, 13 Blvd. Jules Ferry, Paris 11e, France. WTD.

• A license to manufacture electronic components and navigational equipment is sought by a producer of capacitors, and importer of such electronic components as resistors, capacitors and marine navigational equipment.

Established in 1959, the French company is capitalized at $300,000 and has approximately 240 employees, plus four traveling salesmen. It claims annual sales of around $1.6 million. The company operates two plants, one of 40,000 sq. ft. at Saint-Malo. Its sales territory includes France and other Common Market countries.

Interested U.S. manufacturers can obtain additional details. **Write:** J. M. Frankel, S.A., 245 Ave. Georges Clemenceau, 92 Nanterre, France. WTD.

Fluidic logic devices are subject of Australia query

A Sydney, Australia, producer of air control valves, airpower cylinders, and impact cylinders seeks a license and technical assistance agreement with an experienced U.S. company in the field of fluidic logic devices. The U.S. company should be able to provide complete design and manufacturing data on the devices and maintain research facilities in this area.

Established in 1958, the Australian concern operates a modern plant with 3,000 sq. ft. of production space and has about 15 employees. It distributes its products throughout Australia and exports to New Zealand.

Interested U.S. companies can obtain additional information about this opportunity by **writing:** Frank Rule, Office of the State of New South Wales, 680 Fifth Avenue, New York, N.Y. 10019, citing reference D 7252. WTD.

Yugoslav firms seek corn items, leather byproducts, cosmetics; want U.S. ties

Three Yugoslav firms are looking for business arrangements with U.S. companies which range from licensing arrangements and technical assistance to joint marketing of products. These are the proposals.

Corn Products. Yugoslavia's largest bakery in Belgrade (reported capacity of 90,000 tons yearly) is interested in producing corn flakes and corn chips under U.S. licenses and trademarks for distribution in Western and Eastern European markets.

The firm needs new or used equipment and the necessary technical assistance to get going on these projects.

To obtain complete details, interested U.S. firms should **write:** Mlinsko Pekarska Industrija, Radnicka 1, Belgrade, Yugoslavia. Attention: Engineer Dragan Milanovic, Chief of Development Dept.

Leather By-Products. A Yugoslav producer of leather goods seeks licenses and technical know-how to process waste products of leather into fertilizer and salami casings. The firm is prepared to buy the necessary equipment for this project and to pay for the know-how and licenses. **Write:** Duka Dinic Leather Factory, Nis, Yugoslavia. Attention: Mr. Bozidar Grasic, Manager.

Cosmetics. One of Yugoslavia's largest cosmetic manufacturers, with an 80-year-old tradition of making soap and cosmetic products seeks licensing and technical cooperation arrangements with a major U.S. cosmetics manufacturer. **Write:** Tovarna Zlatorog, Industrijska 23, Maribor, Yugoslavia. Attention: General Director Engineer Franc Hvalec.

Three Austrian firms seek U.S. license in industrial fields

Products for home, office, road among those on list

Three Austrian firms are seeking U.S. licenses in various manufacturing fields.

• A Vienna manufacturer of electronic air purifiers and air conditioners seeks a license to produce and distribute, on an exclusive basis, newly developed electric and electronic equipment. The marketing area would include Austria and possibly other European countries, as well as the Near East.

The Austrian concern, which also wholesales electric heaters, industrial dishwashers and kitchen installations, has an affiliate dealing in aeronautical equipment.

To obtain additional details **write:** Otto Zwoboda, Johannesgasse 23, A-1015, Vienna, Austria. WTD.

• A license to assemble or produce air conditioning and heating equipment is sought by a manufacturer of steel beams for roofs. The Austrian company would also consider, as an alternative, the manufacture of pre-fabricated steel homes.

Established in 1901, the Austrian concern also deals in automotive vehicles and machinery and operates a repair shop and a gasoline station. It reports annual sales of approximately $160,000.

For additional information **write:** Ferdinand Janisch, A-8262 Ilz, Austria. WTD.

• A manufacturer of all types of steel doors seeks licenses to produce steel furniture, store fixtures and related products made of sheet steel.

The firm operates two plants and maintains sales offices throughout Austria. It has approximately 100 employees and reports annual sales of $770,000. In addition, the Austrian concern has a wholly owned subsidiary in the Netherlands.

The Linz manufacturer maintains there is an excellent potential market in Austria for steel furniture and store fixtures, and it plans to diversify its production program so as to share in this market.

To obtain further details **write:** Felix Waldner, Kapuzinerstrasse 84e, A-4020 Linz, Austria. WTD.

Worldwide Business Outlook

Iran company requests network equipment bids

The Steel Corp. of Iran has issued Tender No. A-5204 for Single Side Band HF Communications Network.

Bid deadline is 9 a.m. June 17.

Bid should offer four stations equipped as follows: One Transmitter auto tuned four to six present frequencies in the 1.6 to 27.5 Mc band linear final amplifier providing 1000 watts output to 50 ohms bandwidth 6 Kc/s each sideband with SSB reduced carrier (A3A) SSB suppressed carrier (A3J) ISB reduced carrier (A3B) ISB suppressed carrier AM double sideband (A3) and F1-FSK telegraphy. Three receivers, table-top cabinets, SSB, DSB, and CW reception, frequency coverage 1.6 to 27.5 Mc/s. One control box complete with patch panel. One tone keyer and converter. One telephone terminal unit. One send-receive teleprinter with table. One transmitter aerial system less masts. One receiver aerial system less mast. One receiver aerial filler and multicoupler. Two self supporting 9 meter high towers. Five light weight tubular masts, each 24 meters high complete with hardware. Co-axial cable (100 meters). Contractor to supply preliminary survey, installation and operational check-out of system. Contractor to also supply factory training for one Iranian engineer. System should include spare parts for two years.

Copies of tender announcement and specifications are available from the Steel Corp. of Iran, SCI Secretariat, Ferdowsi Square, 35 Forsat Ave., Tehran, Iran, or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Burma cites need for large capacity oil tanks

On behalf of the Myanma Import Corp. bids are invited by the Peoples Oil Industry, Rangoon, for supply of the following stores: three nos. mild steel all-welded oil storage tank, approximately 50,000 imperial gals. capacity, with standard dimensions for diameter and height, generally in accordance with A.P.I. Std. Specification No. 12-C, latest edition, and equipped with a fixed conical roof. Bottom plates 5/16″ thick, arranged for lapwelding, without bottom curb angles. Tank shell in four tyres, (tiers) 5/16″, ¼″, ¼″ and ¼″ thick, arranged for butt welding, and provided with outside stairway and the following fittings: two 20″ diameter shell manholes as detailed in A.P.I. Spec. No. 12-C; one 20″ roof manholes as detailed in A.P.I. Spec. No. 12-C; two 6″ shell nozzles as detailed in A.P.I. Spec. No. 12-C; two 6″ bottom drain connections as detailed in A.P.I. Spec. No. 12-C; also 2 earthing strips with plates and necessary copper wire to meet required standard practice; and one 4″ diameter dip and 16″ vent fittings.

One set of instructions for bidding is available on a loan basis from: The U.S. Dept. of Commerce, BDSA, Building Materials & Construction Industries Div., Rm. 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-4272).

Bid deadline is May 13, and further inquiries and all bids should be addressed to Procurement Mgr., Peoples Oil Industry, 604 Merchant St., Rangoon.

Ecuador lists need for qualified engineer firms

Guard wall, wharves, repair rig to be constructed for new port

The Guayaquil Port Authority has announced its intention to contract for the services of consulting engineers to prepare detailed plans and technical specifications for the construction of the following additions to the Guayaquil New Port: two wharves for banana loading, including warehouses and mechanical banana loading conveyors; two wharves for bulk cargo handling; repair facilities for floating equipment; and guard wall for the Guayas River Salado Estuary locks.

The Authority is a quasi-official public utility that has operated profitably since its inauguration in 1958.

Interested firms are invited to submit to the Secretario, Autoridad Portuaria de Guayaquil, Casilla 5739, Guayaquil, information on their experience in this type of project, a list of the firm's technical personnel with the curriculum vitae of each technician, and documentation attesting to the moral and economic solvency of the firm. There should be included also a list of studies completed, the name and address of each entity for which studies have been executed, the consulting firm's bank references, and other information pertinent to the firm's fitness for the project.

The deadline for receiving the above prequalification information is May 11.

Pakistan wants bidders on water, sewer piping

Bids are invited by the Dacca Water Supply & Sewerage Authority for supply of water and sewer pipes in accord with the following specifications: Approximately 320,000 lineal ft. of PVC and AC water pipe in sizes 4″ to 18″ and approximately 200,000 lineal ft. of Polyethylene Flexible Plastic water service pipe in sizes ¾″, 1″, 1½″ and 2″ diameter, together with necessary fittings and valves for delivery in 1967 and 1968; also, supply of approximately 255,000 linear ft. of PVC, Vitrified Clay and R.C. sewer pipe in sizes 8″ to 18″ diameter with necessary fittings for delivery in 1967 and 1968.

American firms may obtain tender documents from the Parsons Corp., 617 W. 7th St., Los Angeles, 17, California. Closing date for bidding is June 1, and further correspondence should be directed to: Chairman, Dacca Water Supply & Sewerage Authority, 9-D Motijheel Commercial Area, Dacca 2, East Pakistan.

Ethopia school project needs construction bids

Single story educational sites to be located in various towns

The Imperial Ethiopian Ministry of Education & Fine Arts invites international bids from qualified firms and contractors from member countries of the World Bank and Switzerland for construction of 21 secondary schools at various Ethiopian towns.

Construction will involve incorporating roof-covering, roof-trusses, windows, doors, and ceilings supplied by the Ministry of Education & Fine Arts. The contractor will be required to construct foundation walls, floors, etc. and bidding may be for all or any part of the work. The buildings are of standardized construction and are single story.

Tender documents for each school may be obtained from the Architects Dept. Imperial Ministry of Education & Fine Arts, Addis Ababa, upon payment of $40.00, nonrefundable. Bids must be received by 12 p.m., May 26.

Other bids and tender stories—Additional articles of interest to prospective bidders may be found elsewhere in the magazine on pages 39, 40, 41 and 42.

Kuwait firm desires to represent U.S. supplier

A Kuwait firm, Badr al Mulla & Bros., is seeking to represent a contractor capable of supplying and installing a sprinkler irrigation system in the approximately five million sq. m. green belt in Kuwait city. The estimated length of the required water line is 40 km. The specifications are for 30″ STM standard steel pipe to be operated at a pressure of eight kg. per sq. cm. The government tender for installation of the irrigation system is expected to be announced late in 1967.

Write: Badr al Mulla & Bros., P.O. Box 177, Kuwait. WTD 3/16/67.

Iraq defense establishment calls for variety of equipment

Iraq is offering a tender for various miscellaneous supplies for defense establishment including rubber blankets, scotch tape, film cutting knife, turpentine, composing wood, book stitching machine wire, photo engraving tools, etc.

The tender number is MISC/13/965/215, and the bid deadline is June 27. Bids should be submitted to the Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, Iraq.

Tender terms and specifications are available on loan to firms located in the United States from the Scientific, Photographic & Business Equipment Div., BDSA-666, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

World Trade Opportunities Continued to page 42

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

098 Fishery services

HONG KONG—Live tropical fish. Parkson & Co. (importer, exporter), P.O. Box 1156. Cable: Parkson. WTD in preparation.

195 Small arms

SWEDEN—Tear gas pistols, related devices. Vaktbolsget Argus AB (industrial security service), Fiskhamnsgatan 10, Goteborg V. WTD 3/31/67.

201 Meat products

BELGIUM—Frozen chickens, pullets, in quantities of 500 to 1000 tons, first and second grade, weighing from 900 to 1500 grams. Requests prices f.o.b. American ports. Kennes & Co. (E.J.) (agent, distributor, importer), 80 Meir, Antwerp. WTD 3/67.

203 Canning, preserving foods

BRAZIL—Canned asparagus, artichokes; canned peaches, pears, cherries, apricots, fruit cocktail; dried walnuts, dates. Direct purchase and agency. Ramiro Ornelas Nogueira (agent, representative), Rua Visconde de Inhauma 58, 8° andar, sala 804, Rio de Janeiro ZC-05, Estado da Guanabara. Caixa Postal 3513 ZC-00. WTD 11/23/66.

220 Textile mill products

SWEDEN—Upholstery fabrics, man-made fibers. Agency and direct purchase. Skanska Gummiaktiebolaget (manufacturer, wholesaler, agent), Vellinge. WTD 4/4/67.

229 Textile goods

AUSTRIA—Artificial leather for shoe industry; woven and knitted fabrics for houseshoes, slippers. R. J. Schober (manufacturer, importer, wholesaler, agent), Bahnhofstrasse 67, A-4910 Reid i.Innkreis. WTD 3/67.

230 Apparel

AUSTRIA—Sports and leisure apparel; no staple items. Direct purchase and agency. Sporthaus Franz Dusika (importer, wholesaler, retailer, manufacturers' representative), Fasangasse 26-32, A-1030 Vienna. WTD 9/14/66.

233 Women's, misses', juniors' outerwear

AUSTRIA—Scarves, shawls. Desires terms allowing for payment up to 180 days after delivery. Direct purchase and agency. Ludwig Strausz & Sohn (importer, wholesaler), St. Veitgasse 24, A-1132 Vienna. WTD 8/9/66.

242 Sawmills, planing mills

ITALY—Douglas fir, hemlock, pitch pine, yellow pine, oak; boards; 40,000 cubic meters annually. A. Zanette & Figli (manufacturer), Via Oberdan 12, P.O. Box 206, Pordenone (Udine). WTD 3/67.

261 Pulp mills, products

KOREA—Chemical pulp: unbleached kraft pulp (UKP). Dae Won Paper Mill Co., Ltd. (manufacturer, importer), 7, 4-ka, Chong-no, Chongno-ku, Seoul. WTD in preparation.

264 Converted paper, paperboard products

ITALY—Paper bed sheets or sheeting, paper pillowcases, towels. Direct purchase and agency. O.P.A. (commission agent), 51 Via XX Settembre, Palermo. WTD 12/9/66.

Paper clothing; picnic items including drinking cups, dishes, napkins and bags. Di Veroli Angelo (importer, wholesaler), Via Buonarroti 12, Roma. WTD 3/67.

281 Industrial chemicals

BRAZIL—Basic and technical agricultural pest control chemicals; raw chemicals for general industrial use. Direct purchase and agency. Taquary Comercio e Representacoes Ltda. (agent, representative, importer), Avenida Presidente Antonio Carlos 607, 9° andar, sala 901, Rio de Janeiro ZC-00. Estado da Guanabara. Caixa Postal 3567, ZC-00. WTD 10/14/66.

● **KOREA**—Sodium nitrate ($NaNO_3$), 15 metric tons, technical grade, 98%, granular or powder, packed in multiwall paper sacks less than 50 kgs.; sulfur, four metric tons, technical grade, 90%, powder, 200 mesh up., packed in barrels, less than 50 kgs. Tender No. KFX-7036-N. Bid deadline Apr. 21. Office of Supply, Govt. of the Republic of Korea, Seoul. (Telephone: 202 WO 7-5498).

282 Synthetic materials

BRAZIL—Plastic materials and synthetic resins; hot stamping roll leaves. Direct purchase and agency. Neoplastica Comercio e Representacoes Ltda. (agent, representative), Rua da Alfandega 180, 1° andar, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 2951, ZC-00. WTD 4/67.

GERMANY—Casein, polyurethane scraps. Requests price quotations. Robert Rettberg

(manufacturer, exporter, importer), 4 Damaschkestr., 1 Berlin 31. WTD 4/4/67.

THAILAND—Rosin; low and medium grades. Requests samples, c.i.f. Bangkok prices. Ngow Seng Kee Ltd. Part. (importer, manufacturer), 297/2 Siphya Rd., Bangrak. WTD 3/67.

283 Drugs

HONDURAS—Medicinal products and pharmaceutical preparations. Direct purchase and exclusive representation. Almacen "La Media Luna" (manufacturers' representative), Manuel Stefan, Avenida Paz Barahona 616, Tegucigalpa, D.C. WTD 7/18/66.

285 Paints, varnishes, lacquers, enamels

PANAMA—Phosphorescent paints. Cia. Atlas, S. A. (importer, wholesaler, agent), P.O. Box 4496, Panama. WTD 4/67.

287 Agricultural chemicals

BRAZIL—Insecticides, fungicides, rodenticides, and herbicides ready-to-use or concentrates. Direct purchase and agency. Taquary Comercio e Representacoes Ltda. (agent, representative, importer), Avenida Presidente Antonio Carlos 607, 9° andar, sala 901, Rio de Janeiro ZC-00, Estado da Guanbara. Caixa Postal 3567, ZC-00. WTD 10/14/67.

289 Chemical products

COLOMBIA—Essential oils for use in preparation of fruit juices, marmalades. Requests quotations c.i.f. Barranquilla. Conservas California S. A. (manufacturer, wholesaler, importer), Apartado Aereo (Air Mail P.O. Box) 1322, Barranquilla. WTD 3/20/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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306 Fabricated rubber products

● **INDIA**—Condoms, 347,222 gross, 200 mm length, 50 mm width when laid flat. Tender No. P/207/52/276/30-1-67, bid deadline May 12. Dir. Gen. of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi.★ (Telephone: 202-WO 7-3381).

313 Boot, shoe cut stock, findings

AUSTRIA—All kinds of supplies for shoe industry. R. J. Schober (manufacturer, importer, wholesaler, agent), Bahnhofstrasse 67, A-4910 Reid i. Innkreis. WTD 3/67.

331 Steel mill products

● **TURKEY**—10,000 kgs. silica flour; 97.5% SiO_2, 80% passing No. 200 sieve; 100% passing No. 100 sieve. 5,000 kgs. nickel pellets: 92% Ni, 4.5-6% Si; 1,000 kgs. ferromolybdenum: 55-70% Mo., 0.25% C. max.; 10,000 kgs. ferrosilicon 80-90% Si: 015% C. max. 5,000 kgs. ferrosilicon: 47-52% Si., 015% C. max. 7,500 kgs. ferromanganese: 78-82% Mn., 7.50% C. max. Bid deadline Apr. 30. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Gemi Onarim Subesi Mudurlugu, Ankara. (Naval Forces Command, Technical Dept., Ship Maintenance Div.). Tender documents available from Modern Translations Bureau, for $9.00 per copy including airmail postage.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—Aluminum ingot or rods—99.5% purity. Two items totaling 4,440 long tons. Tender notice includes steel rods and zinc for the production of aluminum cable steel reinforced. Bid number I.S.M. Ref. No. D/ENG/2232, $4 each, obtainable from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008 or Chief Engineer, Hydro Electric Construction Projects, Post Bag No. 360, Race Course Cross Rd., Bangalore 9. Bid deadline May 15. (Telephone: 202-WO 7-2181).

THAILAND—Aluminum coiled sheet only one side lacquered; Transparent, brilliant, ¼ hard temper, 24" width. Requests samples, catalogs, c.i.f. Bangkok prices. Ngow Seng Kee Ltd., Part. (importer, manufacturer), 297/2 Siphya Rd., Bangrak. WTD 3/67.

341 Metal cans

COLOMBIA—Metal containers for packing fruit juice concentrates, size No. 10 and 2½ gallon. Requests price quotations c.i.f. Barranquilla. Conservas California S.A. (manufacturer, wholesaler, importer), Apartado Aereo (Air mail P.O. Box) 1322, Barranquilla. WTD 3/20/67.

349 Fabricated metal products

THAILAND—Aluminum foil in rolls on cardboard cores. Catalogs, samples, c.i.f. prices requested. Ngow Seng Kee Ltd., Part. (importer, manufacturer), 297/2 Siphya Rd., Bangrak. WTD 3/67.

351 Engines, turbines

BRAZIL—Marine diesel engines, new equipment only. Direct purchase and agency. Sulcar S.A. Importacao e Exportacao (agent, representative), Rua Visconde de Inhauma 134, 4° andar, salas 425/426, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 8/18/66.

353 Construction, mining, materials handling machinery, equipment

BRAZIL—Roadbuilding and maintenance machinery; earthmoving machinery; construction machinery; off-highway tractors; oil field pumping and drilling equipment, new machinery only. Direct purchase and agency. Sulcar S.A. Importacao e Exportacao (agent, representative), Rua Visconde de Inhauma 134, 4° andar, salas 425/426, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 8/18/66.

354 Metalworking machinery

● **INDIA**—Heavy duty wheel lathe, 8'6" between centers, 43.3" swing. Tender No. 402/11/027/18-2-67, bid deadline May 2. Global procurement. Dir. Gen. of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of tender document may be obtained for $1.50 per copy from India Supply Mission, 2536 Massachusetts Ave., Washington, D.C. 20008 (Refer to I.S.M. No. D/ENG/2222.)

● Metalworking machinery, including: two elongated swivel table universal cutter grinders with accessories, 250 mm. swing, centerline of work to centerline of spindle distance—340 mm., table swivel—90 deg., grinding wheel swivel—360 deg., Tender BEML/KCP/BQP/94-67/EB; two *tool grinders* suitable for chip breaker tools, diamond wheel—125 x 10 x 20 mm., table—510 x 540 mm., Tender No. BEML/KCP/95-67/EB; two *tool grinders* suitable for carbide tools, 0.25 KW motor, wheel speed 5000 r.p.m. Tender No. BEML/KCP/EQP/96-67/EB; and one tool grinder suitable for carbide tip tools, three grinding stations, wheels—350 mm. for rough and finish grinding and 175 mm. for fine grinding, Tender No. BEML/KCP/EQP/97-67. Bid deadline May 2. The Mgr. Dir., Bharat Earth Movers Ltd., Hindustan Aircraft P.O., Bangalore 17, Mysore State.★ (Telephone: 202-WO 7-2723).

● **TURKEY**—Metalworking machinery, including: two connecting rod reborers for rods from 11-120 mm. dia x 120-420 mm. long, automatic bolt and nut making machine for bolts and nuts up to 1" dia. x 70 mm. long, three main bearing lathes for bearings 28-225 mm. dia., three universal milling machines, min. 250 x 1000 mm. table, three copy milling machines, min. 600 x 1750 mm. table, three flywheel grinders for 270-300 mm. dia. wheels, seven electric heat treating furnaces 40 x 60 x 8 cm up to 1050°C, three cylinder reborers, 70-130 mm. bores, five brake drum lathes, ten guillotine shears for cutting 200-2250 mm. wide by up to 55 mm. thick sheets, five nailing machines suitable for driving 3-6 mm. wire nails, and four motor coil winders for 0.8-2 mm. wire. Bid deadline May 10. Kara Kuvvetleri Komutanligi, Ordu Donatim Dairesi Baskanligi, Ankara. Copies of tender documents, in English, are available for $28 each copy from Modern Translation Bureau, Menekse Sokak 20/7, Kizilay, Ankara.

355 Special industry machinery

AUSTRIA—Machines, equipment for shoe manufacturing industry. R. J. Schober (manufacturer, importer, wholesaler, agent), Bahnhofstrasse 67, A-4910 Ried i. Innkreis. WTD 3/67.

BRAZIL—Plastic working machinery in general. Direct purchase and agency. Neoplastica Comercio e Representacoes Ltda. (agent, representative), Rua da Alfandega 180, 1° andar, Rio de Janeiro ZC-00, Estado da Guanbara. Caixa Postal 2951, ZC-00. WTD 4/67.

COLOMBIA—Parts and accessories for fruit juice, vegetable processing and packing machinery. Requests quotations c.i.f. Barranquilla. Conservas California S.A. (manufacturer, wholesaler), Apartado Aereo (Air Mail P.O. Box) 1322, Barranquilla. WTD 3/20/67.

HONDURAS—Small machine for making concrete tiles in sizes 8 in. by 8 in., 10 in. by 10 in., and 12 in. by 12 in. to operate on 220 volt, 3 phase, 60 cycle A-C. Quotations c.i.f. Puerto Cortes. Sr. Salomon Lopez (manufacturer), Choluteca, Departamento de Choluteca. WTD 3/67.

Machine to make 12 in. by 6 in. by 3 in. bricks at rate of 2,000 bricks per hour, to operate on 220 volt, 3 phase, 60 cycle A-C. Sr. Ramon Matamoros (manufacturer), Choluteca, Departamento de Choluteca. WTD 3/67.

ITALY—Woodworking machinery, all types. A. Zanette & Figli (manufacturer), Via Oberdan 12, P.O. Box 206, Pordenone (Udine). WTD 3/67.

SPAIN—Machine and/or apparatus necessary for interior bathing of Christmas tree balls with solution of silver nitrate; must have minimum daily capacity to treat 5,000 balls. Requests replies in Spanish. Francisco De La Puente (engineering firm), Marcelo Usera 133, Madrid (19). WTD 4/67.

356 General industrial machinery

AUSTRIA—Packaging and wrapping machinery, automatic or semi-automatic; for use by small and medium-sized manufacturers. Direct purchase and agency. A. Ederer (manufacturer, wholesaler, importer), Lastenstrasse 37, A-8021 Graz. WTD 2/67.

BRAZIL—Air compressors for general industrial use, new equipment only. Direct purchase and agency. Sulcar S.A. Importacao e Exportacao (agent, representative), Rua Visconde de Inhauma 134, 4° andar, salas 425/426, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 8/18/66.

357 Office, computing, accounting machines

AUSTRIA—Punch tape equipment, data recording equipment. Direct purchase and agency. Paul K. Egerer (importer, wholesaler, manufacturers' representative), Betriebs- und Bueroorganisationsmittelvertrieb, Rechte Wienzeile 47, A-1050 Vienna. WTD 12/66.

★★ **ZAMBIA**—All types of scales and weighing equipment. Mrs. D. Sharp, Zambia Scale Service Ltd. (importer), P.O. Box 1641, Lusaka. WTD in preparation. TM-Z38.

358 Service industry machines

NICARAGUA—Equipment and/or complete design & installation of modern, rapid dry cleaning establishment. Sr. Carlos Batres (dry cleaning, laundry), Apartado 2895, Managua.

SOUTH AFRICA—All types of automobile car wash systems, coin operated self service and others. Requests catalogs, brochures and F.O.B. Vessel (named port of shipment) prices. B.P. Petroleum (Southern Africa) (Pty.) Ltd. (importing distributor), P.O. Box 664, Cape Town. Write to Sales Promotion Officer, this address. WTD in preparation.

● **SPAIN**—Supply of an undetermined number of stamp dispensing machines; amount of money available for this purpose amounts to $83,400. Bid deadline June 1. Correspondence preferred in Spanish. Negociado de Compras de la Seccion 7ª (Adquisiciones y Material), Jefatura Principal de Correos, Plaza de la Cibeles, Madrid 14.

362 Electrical industrial apparatus

● **GREECE**—Supply of two 600 KW., A.C., diesel engine driven generator sets and auxiliaries. Tender No. DED-5066/C-1, bid deadline now set for May 5, (I.C. February 13, 1967, p. 32). Public Power Corp., 28 Chalkokondyli St., Athens 102. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

363 Household appliances

VENEZUELA—Accessories and spare parts for household gas burners and stoves. Ferreteria Lufer, C.A. (importer, distributor), Apartado 5335, Caracas. WTD 3/20/67.

★★ **ZAMBIA**—Sewing machines for home and industrial use. Mr. A. E. Piers, Mgr. Dir., Bernina Sewing Machines Ltd. (manufacturer, importer, retailer), P.O. Box 2000, Ndola. WTD in preparation. TM-Z34.

365 Radio, television receiving sets

★★ **CONGO**—Radios and television parts. Mr. Mose Nkasi, Nkasi & Fils TV-Radio (retailer), B.P. 8923, Kinshasa. WTD in preparation. TM-C57.

FRANCE—Automatic tape-recorders and readers, equipped with start-stop control by sound and F/M incorporated; audio-detectors, "snoopers", intrusion detection devices, related advanced-technique equipment. Agency and direct purchase. Descriptive literature, price lists requested. Bouyer, Albert (dealer, sales agent), "La Chataigneraie", Route de Bertres; 65- Lourdes, Hautes-Pyrenees. WTD 3/27/67.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

366 Communications equipment

GERMANY—Electronic aircraft equipment, parts, electronic navigational equipment, general aircraft instruments, aircraft communication equipment. Direct purchase and agency. Alfred Neye Enatechnik (importer, sales agent), Schillerstrasse 14, 2085 Quickborn. WTD 3/21/66.

JAPAN—Electronic blackboard, new teaching device. Direct purchase and agency. Midoriya Electric Co., Ltd. (importer, exporter), 3 Kyobashi 2-chome, Chuo-ku, Tokyo. WTD 11/10/66.

SWEDEN—Burglar, fire alarms, related products. Vaktbolaget Argus AB (industrial security service), Fiskhamnsgatan 10, Goteborg V. WTD 3/31/67.

● **VIET NAM**—Supply of spare parts for testing equipment, teletypewritters, radio transmitters, and recording equipment. Tender No. 2595-09037, bid deadline Apr. 25. Central Purchasing Authority, P.O. Box H-5, Saigon.★ (Telephone: 202-WO 7-4823).

374 Railroad equipment

● **INDIA**—Supplying equipment and undertaking conversion of sixteen multiple railroad units plus one motor coach from 3000 volts to 1500 volts D.C. Tender No. FL. 90/3/7/3/9, bid deadline June 27. Chief Electrical Engineer, Western Railway, Churchgate Station Bldg., Fifth Fl., Bombay 1. Bid value estimated at $252,700. Tender papers cost $2.00 plus $5.32 for the drawings.

● Supplying equipment and undertaking conversion of three multiple railroad units from 3000 volts D. C. to 1500 volts D. C. Tender No. FL. 90/3/7/3/10, bid deadline June 27. Chief Electrical Engineer, Western Railway, Churchgate Station Bldg., Fifth Fl., Bombay 1. Bid value estimated at $39,900.00. Tender papers cost $2.00 plus $5.32 for the drawings.

● Supply, installation, testing and commissioning of equipment for mechanization of the hump at Bhusawal Railroad Station Yard. Tender No. S & T/1/1965, bid deadline May 31. Chief Signal & Telecommunication Engineer, Central Railway, Victoria Terminus Annexe, Bombay 1. A copy of tender specifications and drawings may be reviewed only (not available for loan) in Rm. 4314, Transportation Equip. Div., BDSA-596, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4816.

382 Instruments for measuring, controlling, indicating physical characteristics

● **INDIA**—Supply of hydraulic dynamometers with spares suitable for testing reconditioned engines. Bid deadline May 2. Tenders invited by Executive Engineer, Workshop & Machinery Div., Nagarjunasagar Canals, Macherla (Gurtur Dt) Andhra Pradesh. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008, at $1.00 per copy. I.S.M. Ref. No. D/ENQ/2230.

384 Surgical, medical, dental instruments

SWEDEN—Bullet proof vests. Vaktbolaget Argus AB (industrial security service), Fiskhamnsgatan 10, Goteborg V. WTD 3/31/67.

Variety of orthopedic wooden clogs. Export Goods Trading Co. (wholesaler, exporter), Parallellvagen 11E, Partille. WTD 3/23/67.

387 Watches, clocks, parts

SWEDEN—Watchman's clocks, portable, stationary. Vaktbolaget Argus AB (industrial security service), Fiskhamnsgatan 10, Goteborg V. WTD 3/31/67.

391 Jewelry, silverware, plated ware

AUSTRALIA—Children's jewelry. Direct purchase and agency. Fairchild Agencies (importer, distributor), 86 Burnt St., Seaforth, N.S.W. WTD 3/67.

394 Toys, amusement, sporting goods

AUSTRALIA—Toys, dolls, children's games. Direct purchase and agency. Fairchild Agencies (importer, distributor), 86 Burnt St., Seaforth, N.S.W. WTD 3/67.

395 Pens, pencils, office, artists' materials

AUSTRALIA—Pen and pencil sets suitable for gifts, presentations. Direct purchase and agency. Fairchild Agencies (importer, distributor), 86 Burnt St., Seaforth, N.S.W. WTD 3/67.

399 Manufacturing industries

AUSTRALIA—Novelties, curios, similar items suitable for gifts for children. Direct purchase and agency. Fairchild Agencies (importer, dis-

tributor), 86 Burnt St., Seaforth, N.S.W. WTD 3/67.

SWEDEN—Complete portable unit, including camera, for making personnel identification cards. Vaktbolaget Argus AB (industrial security service), Fiskhamnsgatan 10, Goteborg V. WTD 3/31/67.

505 Farm products—raw materials

GERMANY—Feathers and down, raw, from geese, ducks. Johannes Kauffmann, Bettfedern- und Daunenfabrik (manufacturer, exporter), 7994 Langenargen a. Bodensee. WTD 3/67.

509 Wholesalers

★★ **GHANA**—Stationery and supplies. Mr. Alex Asante, Marketing Development Officer, West Coast Trading Co., Ltd. (commission agency), P.O. Box 1570, Accra. WTD in preparation. TM-G6.

521 Building materials

★★ **GHANA**—All types of building supplies for private and public housing. Mr. Joseph Bedu, Mgr. Dir., Building Industries Co. (contractor), P.O. Box 822, Sekondi. WTD in preparation. TM-G92.

569 Miscellaneous apparel, accessory stores

★★ **GHANA**—All types of sports clothing for men, women. Mr. Christopher Okpoti, Ebenezer Trading Co., Ltd. (importer, wholesaler, retailer), Box A 127, Labadi, Accra. WTD in preparation. TM-G87.

Uganda calls for bids on water, sewer complex

The Secretary, Central Tender Bd., Entebbe, Uganda, has invited separate tenders for tenderer financed extensions of the water supply and sewer systems of Kampala. Offers will not be considered for either project from tenderers who are unable to offer credit terms for the financing of the services and work, for which the Uganda Govt. will be guarantor.

The water supply project calls for the extension of the existing system by between 6 to 7,500,000 gal. per day, installation of additional raw water pumps and associated electrical equipment, addition of microstrainers, filters and chlorinators, construction of new treated water tank with high and low level pumps, laying of mains, modifications to existing pipe work, installation of pumping plant, laying of high level mains extension to reservoir, and construction of service reservoir. Tender documents and specifications may be obtained from the Engineer Mgr., Kampala & District Water Board, P.O. Box 173, Kampala. The deadline for receipt of bids on this project is May 31.

The sewer project consists of investigation, design, and preparation of drawings, specifications, and estimates covering the construction of new sewers and extension of existing sewers in the city of Kampala. Tender documents and further information on the sewer project may be obtained from the City Engineer & Surveyor, Kampala City Council, P.O. Box 417, Kampala. The deadline for submission of tenders is Apr. 30.

Ceylon company wants plant equipment, supplies

A government corporation, Ceylon Oils & Fats Corp., is seeking material handling equipment, time recorders, water coolers, electrical equipment, bottling plants, pulverizing machinery and chemical pumps, laboratory equipment, hydrogenation, esterification and detergent plants, and tools for maintenance of machinery and buildings. A complete listing of the needed equipment is available from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230.

Write: Chairman, Ceylon Oils & Fats Corp., P.O. Box 1185, Colombo. WTD 10/25/66.

India calls for bids on cable equipment

India is seeking bids for the supply and installation of 100 Kv cables on a route length of approximately 9.5 kilometers. The procurement is being financed through a World Bank Loan.

One set of specifications is available on a Loan basis from the Building Materials & Construction Industries Div., BDSA, U.S. Dept. of Commerce, Rm. 4014, Washington, D.C. 20230. (Telephone: WO 7-4272). Another is available for review only at the above address.

The bid deadline is May 15 and correspondence should be directed to: Gen. Mgr., Tata Electric Companies, Bombay House, Bruce St., Fort, Bombay 1.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

209 Food preparations

SPAIN—All classes of food preparations. Peter O. Schuefftan (agent), Torres Quevedo 36, Las Palmas de Gran Canaria. WTD 2/67.

278 Bookbinding industries

AUSTRALIA—Stamp albums, address books, photograph albums, general stationery. Upward Publishing Co., Pty. Ltd. (importer, manufacturer, distributor), 2A Clyde St., Rydalmere, N.S.W. WTD 4/67.

319 Leather goods

AUSTRALIA—Writing cases. Upward Publishing Co., Pty. Ltd. (importer, manufacturer, distributor), 2A Clyde St., Rydalmere, N.S.W. WTD 4/67.

345 Screw machine products

NETHERLANDS—Advanced metal and nylon fasteners for metalworking manufacturers in engineering and automotive sectors. Exclusive representation desired. ENKES N.V., P.O. Box 3004, Leidschendam.

351 Engines, turbines

NETHERLANDS—Diesel engine and motor replacement parts. Exclusive representation desired. ENKES N.V., P.O. Box 3004, Leidschendam.

353 Construction, mining, material handling machinery equipment

SPAIN—All classes of road and building construction machines and supplies. Exclusive agency. Actividades Comerciales Europeas (agents), S.A., Santiago Bernabeu 6, Madrid (16). WTD 4/67.

354 Metalworking machinery

NETHERLANDS—Advanced metal cutting machinery, lathes, grinders, deburring machines, gear cutting machines, also polishing machines. Exclusive distributorship desired. ENKES N.V., P.O. Box 3004, Leidschendam.

361 Electric transmission, distribution equipment

VENEZUELA—Electric measuring instruments and test equipment; switchgear and switchboard apparatus; electric transmission and distribution equipment, 110 V, 50/60 cycles. Agencia Panamericana, C.A. (importer, sales agent), Edificio Naco, Madrices a Ibarras, Caracas. or: Apartado 1189, Caracas. WTD 5/16/66.

362 Electrical industrial apparatus

VENEZUELA—Industrial controls, welding apparatus, carbon and graphite products, and electrical industrial apparatus in general, 110 V, 50/60 cycles. Agencia Panamericana, C.A. (importer, sales agent), Edificio Naco, Madrices a Ibarras, Caracas. or: Apartado 1189, Caracas. WTD 5/16/66.

363 Household appliances

SPAIN—Refrigerators, dishwashers, washing machines and clothes driers, other household appliances. Peter O. Schuefftan (agent), Torres Quevedo 36, Las Palmas de Gran Canaria. WTD 2/67.

364 Electric lighting, wiring, equipment

NETHERLANDS—Special purpose lighting equipment and lamps for warning, flashing, signaling, etc. Also electrical connectors, cable connectors (especially co-axial) cables and assemblies. Agency representation or assembly desired. N.V. Technisch Handelsbureau TEHAGES, P.O. Box 2153, The Hague. WTD 3/1/66.

VENEZUELA—Electric lamps, lighting fixtures, current-carrying wiring devices, non-current-carrying wiring devices, etc. Agencia Panamericana, C.A. (importer, sales agent), Edificio Naco, Madrices a Ibarras, Caracas. or: Apartado 1189, Caracas. WTD 5/16/66.

366 Communications equipment

NETHERLANDS—Electronic and other communication equipment and signaling products,

portable communication equipment, detection apparatus, communication equipment for industrial plants and indoor use. Agency representation and/or assembly desired. N.V. Technisch Handelsbureau TEHAGES, P.O. Box 2153, The Hague. WTD 3/1/66.

367 Electronic components, accessories

NETHERLANDS—Electronic end products for industrial use such as electronic components, cables, assemblies, plugs and sockets, connectors, etc. all to MIL specifications. Agency representation or assembly desired. N.V. Techn. Handelsbureau TEHAGES, P.O. Box 2153, The Hague. WTD 3/1/66.

372 Aircraft, parts

GERMANY—Aircraft airframes, engines, allied parts. Alfred Neye Enatechnik (importer, sales agent), Schillerstrasse 14, 2085 Quickborn. WTD 3/21/66.

373 Ship building, repairing

VENEZUELA—Boats for outboard motors. Nautica Venezolana, C.A. "Nativen" (importer, distributor, sales agent), Quinta Nautiven, Avenida Los Samanes, frente la iglesia de la Chiquinquira, Caracas. or: Apartado 10926, Caracas. WTD 3/29/67.

379 Transportation equipment

VENEZUELA—Boat trailers. Nautica Venezolana, C.A. "Nautiven" (importer, distributor, sales agent), Quinta Nautiven, Avenida Los Samanes, frente a la iglesia de la Chiquinquira, Caracas or: Apartado 10926, Caracas. WTD 3/29/67.

384 Surgical, medical, dental instruments

AUSTRALIA—Mass innoculation equipment adaptable to poultry use similar to, or modified from, high pressure jet innoculation equipment for human use. Rural Chemical Industries Pty. Ltd. (manufacturer, retailer, distributor, importer), "Bilbimbie" Harrisons Lane, Glenorie, Sydney, N.S.W. WTD 4/67.

394 Toys, amusement, sporting goods

AUSTRALIA—Paint-by-number sets. Upward Publishing Co., Pty. Ltd. (importer, manufacturer, distributor), 2A Clyde St., Rydalmere, N.S.W. WTD 4/67.

396 Costume jewelry, novelties, buttons, notions

SPAIN—Imitation jewelry of all kinds. Peter O. Schuefftan (agent), Torres Quevedo 36, Las Palmas de Gran Canaria. WTD 2/67.

Ceylon forest division plans plant construction

Bids are being invited by the Forest Dept. for the supply and installation of one Pressure Impregnation Plant for sleepers and erection of buildings to house it.

Copies of tender schedule may be obtained by writing to Embassy of Ceylon, 2148 Wyoming Ave., N.W., Washington, D.C. 20008, referring to tender #295.

Closing date for bidding is May 10.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916 Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated March.

Aircraft and Aeronautical Equipment—Importers and Dealers, Honduras.
American Firms, Sudsidiaries and Affiliates—Italy.
Architects, Builders, Contractors and Engineers—Guatemala.
Books, Magazines and Periodicals—Importers and Dealers—Greece.
Clothing—Manufacturers—France.
Clothing—Manufacturers—Nicaragua.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.
ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building Area Code 907 Tel. 272-6331.
ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.
BALTIMORE, MD., 21202, 305 US. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.
CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.
CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.
CHEYENNE, Wyo., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.
CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.
DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.
DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.
DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.
GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.
HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.
HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.
JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.
MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.
MIAMI, FLA., 33130 Rm. 821, City National Bank Bldg. 25 W. Flogles St. Area Code 305 Tel. 350-5267.
MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.
NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.
PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel 226-3361.
RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.
RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.
SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.
SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

INDIA—The Indian Dept. of Atomic Energy announced it will spend approximately $9.3 million in fiscal year 1967-68 for its nuclear power and technology program. One major project to be undertaken is **the construction of a ten megawatt experimental f.a.s. (sic) breeder reactor at Kalpahkam, near Madras, where a 400 megawatt nuclear power station is being built.**

The Govt. has also decided to set up two state owned companies, one for the commercial production of electronic instruments and the other for the production and processing of uranium ore from Jaduguda in Bihar.

The electronic plant, to be set up at Hyderabad, will be managed by a company with an initial authorized capital of Rs. 10 crores, entirely subscribed by the Govt. of India. The plant, which will go into partial production by the end of 1968, will produce a wide range of electronic instruments, including medium-size digital computers, required for the nuclear power program.

The other state owned company, with an initial authorized capital of Rs. 15 crores, will coordinate the mining and processing work at Jaduguda, the largest known source of uranium in India. The mine has reportedly already gone into partial production and is expected to reach full rate production by the end of this year, when its output will be 1,000 tons of ore daily. Work on the mill is in progress and it is scheduled to be commissioned in four months.

As part of the Govt.'s effort to reach self-sufficiency in nuclear fuel, an integrated complex of three plants is being set up at Hyderabad. They are: a uranium oxide plant with an initial capacity of 125 tons with a provision for expansion up to 250 tons; a ceramics fuel fabrication plant with an initial capacity of 100 tons, to be trebled later; and a 50-ton capacity zirconium plant with a built-in provision for further expansion. The plants will use uranium concentrate from Jaduguda as feedstock. Another plant to manufacture enriched uranium fuel for the Tarapur nuclear power station is also being constructed.

Work will begin in the current year on the 200 ton capacity heavy water plant. A decision on the location of the plant will be made shortly, after which developmental work at the site will begin.

Other major projects that will be taken up in the current year are: a space science and technology center at Veli hill, near Thumba, the equatorial rocket launching station in Kerala. The center will carry out space research. A plant near Thumba to manufacture propellants for fueling "Centaure" rockets, for which France will supply the know-how. Development of gamma irradiation units, for which there is a large demand in the country to preserve food, for grain disinfestation and treatment of cancer. A plant for reprocessing all irradiated fuel elements from the Tarapur and Rajasthan atomic power stations. A site for the project has still to be selected. Work on it will start this year, and will be completed in four or five years.

PERU—The Inter-American Development Bank, 808 17th St., N.W., Washington, D.C. 20577, has announced the approval of **two loans equivalent to $19.5 million to help improve and expand water and sewage facilities in 11 cities and 307 rural communities in Peru.** The projects are expected to benefit some 2.7 million persons.

The borrower is the Republic of Peru. One of the loans, equivalent to $16,365,000, will be used by the Ministry of Development & Public Works to improve the systems of the 11 cities. The other, equivalent to $3,135,000, will be utilized by the Ministry of Public Health & Social Welfare (Avda. Brazil y Pettirossi, Lima) in carrying out the rural projects.

The total cost of the program is $40.6 million, $33.4 million for the urban and $7.2 million for the rural projects. The Bank will finance 48% of the total cost. The remainder will be provided by local sources. The urban projects include the construction or improvement of the potable water and sewage services of Iquitos, Puira, Chiclayo, Trujillo, Chimbote, Ayacucho, Cuzco, Ica, Tacna, Huancayo and suburbs of Arequipa which have some 30,000 inhabitants each.

The potable water projects include the construction of water intakes and conduits, treatment plants, distribution networks, reservoirs, home connections, the installation of meters and other facilities. The sewage systems provide for the construction of sewage treatment plants, primary and secondary collectors and household connections.

The projects are contained in Peru's National Water Supply & Sewage Plan which seeks to provide such services to 70% of the nation's urban population by 1970. The Bank provided a loan of $8.8 million from the Social Progress Trust Fund for 100 projects contained in the first stage of this plan, which was designed to benefit cities with populations of between 2,000 and 30,000 inhabitants.

Tunisia school complex planned for Gabes site

The Tunisian Secretariat of State for Public Works & Housing is inviting bids for the construction of two schools at Gabes, about 300 miles south of Tunis, which are being built under an agreement recently signed between the Tunisian Govt. and the IBRD/IDA.

The major facts concerning these projects are as follows: Construction of a boys' middle school at Gabes, 3rd phase, first part. The work is estimated at approximately $365,000, and bid deadline is May 8. Bidding forms may be obtained from Mr. A. Drief, Architect, 14 Rue Ali Bach Hamba. Receipt of these forms carries with it an obligation to bid. Second is the third phase in the enlargement of a lycee at Gabes with work estimated at approximately $396,000. Bidding forms may be obtained from Mr. A. Demenas, Architect, 19 Rue John F. Kennedy, Carthage, and must be received at the Secretariat no later than May 10. Receipt of these forms also carries with it an obligation to bid.

Leads for Importers

Commodities are offered direct unless specified

012 Fruit, tree nut, vegetable farms

BRAZIL—Fresh pineapples and bananas. Direct sale or through agents. Serraria Beca Ltda. (exporter), Caixa Postal 726, Vitoria, Estado do Espirito Santo. Avenida Jeronimo Monteiro 124, 4° andar, sala 408, Vitoria. WTD 6/29/66.

242 Sawmills, planing mills

BRAZIL—Brazilian hardwoods such as rosewood, mahogany, zebrawood, massaranduba, sicupira, jequetiba; sawed or in logs. Direct sale or through agents. Sociedade Exportadora Martins Ltda. (wholesaler, exporter), Rua da Alfandega 22, 7° andar, salas 70/78, Vitoria, Estado do Espirito Santo. Caixa Postal 58, Vitoria. WTD 9/16/66.

Brazilian hardwoods, sawed or in logs. Exclusive representation to well-established agent. Caravelas Comercio e Exportacao Ltda. (exporter, wholesaler), Caixa Postal 866, Vitoria, Estado do Espirito Santo. Rua Sete de Setembro 148, sala 8, Vitoria. WTD 5/19/66.

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- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

314 Footwear, except rubber

AUSTRIA—House slippers to be worn over streetshoes. R. J. Schober (manufacturer, importer, wholesaler, agent), Bahnhofstrasse 67, A-4910 Reid i. Innkreis. WTD 3/67.

FRANCE—Canvas shoes with jute soles ("Espadrilles"), "nu-pieds" (fancy sandals

with leather-straps), for men, women, boys, girls; children's footwear with plastic soles, and men's ankle-boots, leather, with vulcanized soles. Recalt (Etablissements Pierre) (manufacturers, wholesalers, exporters), 11 Rue de la Navarre; 64- Mauleon-Soule, Basses-Pyrenees. WTD 3/30/67.

375 Motorcycles, bicycles, parts

BELGIUM—Folding bicycles, mini type, small wheels which can be taken apart easily to be put in trunk of car. Henri Balthazar (exporter), 5 Groeneborgerlaan, Wilrijk. WTD in preparation.

384 Surgical, medical, dental instruments

AUSTRIA—Orthopedic foot supporting insoles. R. J. Schober (manufacturer, importer, wholesaler, agent), Bahnhofstrasse 67, A-4910 Reid i. Innkreis. WTD 3/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

NEW ZEALAND—Members of the New Zealand Trade Mission to U.S. are due to arrive in Honolulu Apr. 26. Members and the products and services for which they are seeking distributors and agents are: Mission Leader J. N. C. Doig, Mng. Dir., U.E.B. Industries Ltd., P.O. Box 37, Auckland; Mission Exec. Dir. J. Whatnall, Sec., Auckland Manufacturers' Asso.; P. Molloy, P. B. Freeman, Air New Zealand Ltd., **international passenger and cargo air services;** H. Place, Anglo-Caravans Ltd., **trailers, campers;** E. Ashton, Ashley Wallpapers Ltd., **wallpaper, wall coverings, paper backed vinyls;** A. R. Topham, D. Jenkins, Crown Lynn Potteries Ltd., **crockery;** E. Richardson, Holeproof (N.Z.) Ltd., **young men's trousers, girls' stretch slacks;** R. G. Alexander, New Zealand Forest Products Ltd., **hardboard, paperboard;** J. A. Walding, Prepared Foods Ltd., **gourmet foods;** A. Baillie, Baillie & Watts Ltd., **modular shelf spacer units, girls' fashion shoes, hospital beds;** J. V. M. Kean, J. V. M. Kean Ltd., Maritime Services Ltd., **Columbus Line regular north and south bound shipping services;** A. J. Loggy, U.E.B. Industries Ltd., **blankets, travel rugs, carpets, knitwear;** A. P. O'Shea, New Zealand Meat Producers Bd., **lamb, beef and meat products;** F. Bennett, New Zealand Press Asso.; R. C. Barlow, New Zealand Bankers' Asso. c/o New Zealand Trade Commissioner, Suite 1230, 510 W. 6th St., Los Angeles, Calif. 90014, and 153 Kearny St., San Francisco, Calif. 94108. Itinerary: 4/26 Honolulu, 4/29 Los Angeles, 5/7 San Diego, 5/11 Phoenix, 5/15 San Francisco, 5/23-27 Honolulu.

AUSTRALIA—R. C. Shapcott, Rural Chemical Industries Pty. Ltd., Harrisons La., Glenorie, N.S.W., **interested in poultry health products, mass vaccination equipment, equipment for mass poultry handling.** Late Apr. early May via San Francisco for three weeks. c/o Australian Consulate General, San Francisco, Calif. Itinerary: San Francisco, Los Angeles, St. Louis, Atlanta, New York, Chicago, Kansas City, cities in Dela., Md., Va., Me. WTD under revision.

BELGIUM—Victor Freymann Directeur d'Etudes et Ventes, Fonderies Magotteaux, S.A., Vaux-sous-Chevremont, **interested in discussing with U.S. firm large scale manufacturing under license of special steel castings and in representing U.S. firms with products in cement and mining fields.** End of Apr. via New York for six weeks. c/o Park Sheraton Hotel, 870 7th Ave., New York, N.Y. 10019. Itinerary: New York, Albany, N.Y., Pittsburgh, Lansing, Mich., Denver, White Sulphur Springs, W. Va., cities in Ohio, Ill., Ind. WTD 2/67.

ENGLAND—Norman Leitch, Dir., Norman Leitch & Co. Ltd., 101 St. Albans Rd., Watford, Hertfordshire, **interested in U.S. building methods, materials for heating, plumbing, kitchens, bathrooms** and requesting technical information on prefabricated building layout, design and new materials, equipment. May 3 via New York for three weeks. c/o Century Hotel, 111 W. 46th St., New York, N.Y. 10036. Itinerary: New York, Buffalo, Chicago, San Francisco, Los Angeles. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

ENGLAND—A. B. Chapman, Chairman, and O. G. Eves, Mng. Dir., B. O. Morris Ltd., Briton Rd., Coventry, Warwickshire, **interested in negotiating licensing agreements with U.S. manufacturers for manufacture and distribution in U.K. and Europe of products** in following areas: advanced methods of preparation for metal finishing to the plating stage, auto polishing mops; ultrasonic cleaning, polishing, deburring; automatic assembly machinery, machine and assembly shop tooling aids of a precision nature. May 1 via Chicago or New York for three weeks. c/o Scully-Jones Co., 1901 S. Rockwell St., Chicago, Ill. 60608. Itinerary: Chicago, New York, Kalamazoo, Mich., others if necessary. WTD 1/26/66.

HONG KONG—Pamela D. Barton, proprietor, and John Vasconcelles, Mgr., International Dress Shop, 57 Hankow Rd., Kowloon, **interested in obtaining exclusive Hong Kong sales rights for budget dresses.** Apr. 21 via Honolulu for two weeks. c/o Woventex, Inc., 319 5th Ave., New York, N.Y. 10016. Itinerary: Honolulu, Los Angeles, New York. WTD in preparation.

INDIA—Pran Prashad, Chairman and Mng. Dir., Bird & Co., Chartered Bank Bldgs., P.O. Box 46, Calcutta, **interested in locating U.S. collaborators for soil engineering, testing and drilling, chemical process engineering, designing and manufacturing equipment for fertilizer plants, refineries, petrochemical plants.** Apr. 10 via New York for approx. four weeks. c/o Whitelamb Finlay, Inc., 460 Bloomfield Ave., Montclair, N.J. 07042. Itinerary: New York, Washington, Wichita, Kan., St. Louis, Las Vegas, Los Angeles, San Francisco. WTD 8/25/66.

ITALY—Ezio Mantovani, S.I.M.E., S.p.A., c/o La Centrale, Piazzetta Bossi 2, Milan, **interested in contacting U.S. producers of vending machines to discuss licensing agreement for Europe.** Apr. 19 via New York for ten days. c/o New York Hilton Hotel, 1335 Ave. of The Americas, New York, N.Y. 10019. Itinerary: New York, Detroit, St. Louis. WTD in preparation.

ITALY—Eugenio Ambrosini, Frigorifero di S. Martino B.A., Via C. Cattaneo 4, Verona, **interested in visiting U.S. food freezing, deep freezing and preservation plants,** and requesting technical information. Apr. 19 via New York for ten days. c/o Italian Consulate General, New York, N.Y. Itinerary: Cities between New York and Montreal. WTD in preparation.

SOUTH AFRICA—A. Bloch, Penta Chemical Industries (Pty.) Ltd., P.O. Box 86, New Germany, Natal, **interested in plastics in building industry, PVC coated plastics, all polyethylene products,** and requesting technical information on rigid PVC piping in electrical installations. Apr. 10 via Chicago for four weeks. c/o Millprint Inc., 4200 N. Holton St., Milwaukee, Wisc. 53212. Itinerary: Chicago, Milwaukee, New York, Philadelphia. WTD in preparation.

TRINIDAD—Vernon Mohammed, Rest Rite Ltd., Champs Fleurs, St. Joseph, **interested in purchasing machinery for cardboard factory, seeing such plants in operation,** and requesting technical information. Approx. Apr. 15 for at least two weeks. c/o Fenchurch Corp., 67 Broad St., New York, N.Y. 10004. Itinerary: New York, New Jersey, others if necessary. WTD 8/16/65.

TUNISIA—Victor Berrebi, Societe Generale Industrielle, P.O. Box 282, Tunis, **interested in purchasing new or rebuilt 2 triple action hydraulic presses, one welding unit, hydraulic shears, a semi-automatic pipe forming and welding installation, a hydraulic punch and duplicator, and in visiting U.S. plants manufacturing reservoirs for propane gas and fuel oil, gas bottles, pipes with strainers for water drilling, stamping equipment, spares for trucks and automobiles,** and requesting technical information. May 4 via New York for 20-25 days. c/o C. Robert Pigott, 7217 34th Ave., Jackson Heights, Queens, N.Y., phone: TW 8-3217. Itinerary: New York, Buffalo, Jamestown, N.Y., Canton, Ohio, Chicago, Cleveland, Ohio, Hammond, Ind., Detroit, Torrance, Calif., Los Angeles, New Orleans, Washington, Cincinnati. WTD 2/67.

Korea invites bidders on electrical supplies

Indicators, testers, metering rigs among power equipment needed

Korea is offering tenders for various quantities of miscellaneous electric and power supplies including load indicators, metering outfits, earth testers, aluminum compression type fittings, railway watches, and electronic desk computers.

The tender number is KFX-7029-S and the bid deadline is May 4. Bids should be submitted to the Office of Supply, Govt. of the Republic of Korea, Seoul.

Tender terms and specifications are available on loan to firms located in the U.S. from the Scientific, Photographic & Business Equip. Div., BDSA-666, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

New Books and Reports

***International Yellow Pages 1967.* Published by the Reuben H. Donnelley Telephone Directory Co. New York. 1636pp. $20.**

This is the fourth edition of the classified directory that lists business and professional firms and individuals from 150 countries under headings that are descriptive of the products and services they offer.

The Directory contains indexes in English, French, German and Spanish of all its listings. Maps and pertinent information are included for each of the 150 countries covered.

The directory is divided geographically into six areas: North America, Latin America and the Caribbean, Europe, Australia and Oceania, Asia, and Africa.

The International Yellow Pages, Inc., received the Presidential "E" award for its contributions to world trade.

Write: The Reuben H. Donnelley Telephone Directory Co., 235 East 45th St., New York, N.Y. 10017.

***Rate-A-Matic.* Published by Air France. 1967. 212pp. Free.**

This guide covers the various rates for shipping by air. It is a ring-bound, pocket-size reference manual, divided into four sections: domestic rates, international general commodity rates, international specific commodity rates, and rules. Each section contains a complete table of contents.

A special feature is a pull-out card that explains the various symbols and abbreviations used through the guide, and can be lined up opposite any page.

Write: Air France, Dept. CF, 1350 Avenue of the Americas, New York, N.Y. 10019.

***Foreign Business Practices.* Published by the U.S. Department of Commerce. Washington, D.C. 1967. Free.**

An anthology of articles that appeared originally in INTERNATIONAL COMMERCE magazine, the collection covers international trade, licensing and investment.

It is an effort to bring together for the newcomer to international business basic information on some of the laws and practices governing trading abroad.

Areas covered include: international treaties and conventions dealing with industrial property rights; summaries of patent and trademark protection available in foreign countries; data on licensing U.S. knowhow abroad; Webb-Pomerene (Export Trade) Associations, which receive qualified exemptions from the anti-trust provisions of the Sherman, Clayton and Federal Trade Commission Acts; Western Hemisphere Trade Corporations legislation that provides certain tax relief for U.S. domestic corporations operating in Latin America and Canada.

Write: Office of Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230.

***Sydney: Official Guide.* Published by the Council of the City of Sydney. Australia. 1966. 122pp.**

This compact, illustrated booklet presents a variety of information about the Australian city, including its history, government, notable buildings and places, industry, commerce, educational facilities, sports and recreation.

An alphabetical listing is included for such services as: airports, banks, business hours, commercial and trade associations, consuls and trade commissioners, currency information, public holidays, and other subjects of interest to businessmen.

Write: Council of the City of Sydney, Sydney, New South Wales, Australia.

***Bilingual Dictionary of the Graphic Arts.* By Cesar Rodriguez; revised and published by George A. Humphrey. Farmingdale, N.Y. In Spanish and English. 502pp. $15.**

This dictionary, which contains more than 15,000 entries, is intended as a reference volume and working tool for graphic arts equipment manufacturers and their agents as well as exporters and importers doing business in Latin America and Spain.

Terms used in letterpress, offset lithography, silk-screen, gravure and flexography are translated and defined. Related fields such as photomechanics, photoengraving and electrotyping are covered in equal detail. There are also entries on copy preparation, converting, inks and papers.

Write: George A. Humphrey, P.O. Box 81, Farmingdale, N.Y. 11735.

***The Principal Export Credit Insurance Systems.* Published by the International Export Credits Institute, New York. 4h ed., 1967. $20.**

This publication describes the export credit insurance and guarantee systems operated by 44 individual insurers in 34 countries. The most important features of each system are presented in a uniform outline format. Among the features discussed are type of risk covered, premium rates, and whole turnover requirements. The country systems described include those of the United States, Canada, England, France, Germany, and Japan.

The introduction provides information on the general topic of export credit insurance and guarantees.

Write: International Export Credits Institute, c/o International Section, New York Board of Trade, One Liberty Street, New York, N.Y. 10005.

***1967 Buyers Guide to Imported German Products,* Nordeman Publishing Co., Inc., New York, N.Y. 400pp., $8.75.**

The 1967 edition, with its 8,000 up-to-date listings, is a reference book for American businessmen engaged in selling or buying German products.

The directory shows who sells what for whom. Among other features are the following: separate alphabetical listings of German exporters and U.S. importers; a classified product index; and facts on Germany. A 14 x 22" map of Germany is also included.

Write: Nordeman Publishing Co., Inc., 350 Fifth Avenue, New York, N.Y. 10001.

***Marking of Country of Origin on U.S. Imports.* Published by the U.S. Treasury Department. 10 cents each, $5.25 per 100 copies.**

This is an official publication of the Bureau of Customs to acquaint U.S. importers and foreign manufacturers and exporters with customs requirements.

The text includes an explanation of the acceptable forms of marking, articles requiring special marking, and a definition of the ultimate purchaser, as well as a list of articles not required to be marked.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Theory and Design of Economic Development.* Edited by Irma Adelman and Erik Thorbecke. Published by the Johns Hopkins Press. Baltimore. 1967. 428pp. $12.95.**

A collection of essays by leading theorists and econometricians in the field of economic development, this points out possibilities for productive interaction between the theoretical and empirical approaches to development planning. It also indicates areas where further work is necessary to bring these two approaches into closer contact with each other.

The study focuses on the inter-relationship between agriculture and industry in a developing economy; conditions under which consumption can be maintained at optimum levels; development of an optimum fiscal policy for economic growth; effects of changes in foreign aid; and mathematical methods for analyzing demographic and technological factors in development.

Techniques of econometrics are applied and evaluated with regard to various problems of and possibilities for development in Peru, Zambia, India, Mexico, Colombia and Israel.

Write: The Johns Hopkins Press, Baltimore, Md. 21218.

***Der Westdeutsche Markt in Zahlen (The West German Market in Figures),* Revised Edition, 1965. In German and English. Published by DIVO-Institut fuer Wirtschaftsforschung, Sozialforschung und angewandte Mathematik GmbH., Frankfurt/Main, 1966. 462pp, $30.**

This publication represents the third extended edition of this handbook of population and market data. As in the 1958 and 1962 editions, the tables contain a large amount of information derived from up-to-date representative surveys carried out by the DIVO-Institute. In addition, data has been compiled from official statistics and presented in a form tailored to the practical needs of businessmen.

Efforts towards European integration and the appeal of the European Market for non-members have encouraged the Institute to attempt in this new edition to provide further information in English for the benefit of foreign readers.

This handbook is a compact source of information for anyone wishing to do research on West Germany as a market for goods and services. With over 120,000 pieces of information, it provides a detailed picture of the West German consumer and the structure of the economy of the Federal Republic. It contains information on many types of goods and services derived from representative surveys or official statistics.

Examples of the breakdowns given are age, sex, occupation, income, education, regions, size of community, and size or type of household.

Write: DIVO-Institut fuer Wirtschaftsforschung, Sozialforschung und angewandte Mathematik GmbH; 6 Frankfurt a.M.—Ginnheim; Postfach 12, Federal Republic of Germany.

New German publication on airconditioning, heating

A new international publication on heating, airconditioning and refrigeration has been inaugurated by a German publisher.

Clima Commerce International will give news of trade trends, new developments in the field and commercial aspects of this product line. The publishers are interested in obtaining from U.S. firms in airconditioning and related industries information that may be reproduced in the publication. They are particularly interested in the smaller medium-sized companies and those not yet represented in Europe.

Write: Mr. Guenther Keller, Drususstrasse 10, 62 Wiesbaden, Germany.

***Container Services of the North Atlantic.* By John R. Immer. Published by Work Saving International. Washington, D.C. 1967. 120pp. $8 or two for $15.**

This report is the result of a two-year survey by Work Saving International, management consultants, and provides a description of container and roll-on roll-off services across the North Atlantic, along the Atlantic sea coast of the United States (including Puerto Rico) and of Western Europe.

There are chapters describing the port and hinterland facilities back of each U.S. and Western European port. A chapter on European ferry services provides details on many of the nearly 100 services listed.

The book is illustrated with maps, drawings and photographs of ports, ships, containers and container handling equipment.

Write: Work Saving International, 1638 19th St., NW. Washington, D.C. 20009.

***Comprehensive Export Schedule.* Published by the Department of Commerce. Annual subscription—$7 U.S., $9 foreign.**

The 1967-68 edition of this annual publication brings up to date the U.S. Government regulations governing export control.

The *Schedule* and its supplement *Current Export Bulletins* make up the *Comprehensive Export Regulations Service,* which is designed for government personnel administering export controls and for individuals and organizations exporting from the United States. It includes regulations published in the Federal Register, and instructions, interpretations and explanatory material relating to export control.

Write: any Dept. of Commerce field office or the Superintendent of Documents, Government Printing Office, Washington, D.C.

***Year Book 1967.* Published by the American Chamber of Commerce in Germany. In English and German. 50pp. $4.**

This volume covers the German/U.S. economy of 1966, its companies, people and events. Directories are included for Chamber members; company activities; and executives, advisers and institutions.

The officers of the American Chamber are listed, as well as a listing of 73 articles that have appeared during the past year in the Chamber's monthly publication *Commerce in Germany* which may be of help to businessmen.

Write: American Chamber of Commerce in Germany, 4 Fasanenstrasse, Berlin 12, Germany.

***EFTA Trade 1959-65.* Published by the European Free Trade Association, Geneva. 1967. 96pp. Free.**

This summary volume covers trade between the EFTA countries, and EFTA trade with the European Economic Community, the United States, Eastern Europe and the developing countries. EFTA trade is also broken down into commodities, chemicals, semi-manufactures, machinery and land transport equipment. The book contains many tables of imports, exports, currency, market shares and distribution of trade by member countries.

Write: European Free Trade Association Information Office, Suite 714, 711-14th St. NW., Washington, D.C. 20005.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-962/41

Calendar *for international traders*

CHICAGO—May 3—International Trade Club, La Salle Hotel. Speaker: Dir. Ernst Keller, ADELA Investment Co. Sponsor: International Trade Club.

CHICAGO—May 10-11—DePaul University Seminar, "Doing Business in Mexico," DePaul University. Sponsor: Commerce Field Office.

CLEVELAND—May 3—Second Annual Export Trade Workshop, "How to Sell Overseas," Western Reserve University. Speakers: Pres. Robert D. Deitz, Consolidated Varnish Corp., "Multi-Nation Approach to Marketing;" W. Rollin Johnston, Manager, Bailey-Meter Co., "International Marketing of Capital Goods." Sponsors: Western Reserve University; Commerce Field Office.

CLEVELAND—May 4—World Trade Luncheon. Sponsor: World Trade Assn.

CLEVELAND—May 10—International Business Forum, "International Operations Abroad—Legal Considerations," National City Bank. Sponsors: Regional Export Expansion Council; Commerce Field Office.

CLEVELAND—May 10—Second Annual Export Trade Workshop, "How to Sell Overseas," 8 p.m., Western Reserve University. "Course Review & Discussion." Sponsors: Western Reserve University; Commerce Field Office.

HOUSTON—May 9—Export Seminar on Export Documentation, 3 p.m., World Trade Bldg. Sponsors: Port of Houston, Commerce Field Office.

KANSAS CITY—May 3—Export Procedures Course, 6:45 p.m., Chamber of Commerce. Sponsors: International Trade Club; REEC; Commerce Field Office.

KANSAS CITY—May 9—Meeting for Exporters, 6 p.m. Top of the Tower. Sponsors: International Trade Club; REEC; Commerce Field Office.

KANSAS CITY—May 10—Export Procedures Conference, 6:45 p.m., Chamber of Commerce. Sponsors: International Trade Club; REEC; Commerce Field Office.

KANSAS CITY—May 11—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

MINNEAPOLIS—May 4—"Doing Business with Canada," Holiday Inn-Central. Sponsors: Minnesota World Trade Assn.; Commerce Field Office.

MINNEAPOLIS—May 4—"Upper Midwest Conference on Sales, Manufacturing & Investment Opportunities in Western Canada", Holiday Inn Central. Sponsors: Minnesota World Trade Assn., Commerce Field Office.

MINNEAPOLIS—May 10—Monthly dinner meeting of Minnesota World Trade Assn.

NEW YORK—May 1—"International Business Games Simulation" Seminar. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—May 2—"International Marketing-Management" advanced course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—May 3—"Profits in Exports" Round-Table Conference, Meadow Brook National Bank. Sponsors: Meadow Brook National Bank; REEC; Commerce Field Office; U.S. Dept. of Commerce.

NEW YORK—May 4—Documentation course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—May 9—"International Marketing-Management" advance course. Sponsors: Long Island University; REEC; Commerce Field Office.

OMAHA—May 9—In-Office Workshop for New Exporters, Chamber of Commerce. Sponsors: REEC; Commerce Field Office.

PITTSBURGH—May 2—World Trade Luncheon, Roosevelt Hotel. Speaker: Stefan Rundt. Sponsors: World Trade Council; Chamber of Commerce; Credo Club.

PLAINFIELD, N.J.—May 11—"Profits in Exports Meeting on Africa," Park Hotel. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

ST. LOUIS—May 2—"Show You" Workshop on Techniques of Exporting, Federal Bldg. Sponsors: REEC, Commerce Field Office.

SPRINGFIELD, Mass.—May 4—"Exports Mean Business" Seminar, 3 p.m., Western New England College. Sponsor: Commercial Field Office.

SPRINGFIELD, Mass.—May 11—"Exports Mean Business" Seminar, 3 p.m., Western New England College. Sponsor: Commerce Field Office.

WASHINGTON, D.C.—May 9—Combined International & Agricultural Marketing Workshops, 12 p.m., Speaker: **Jan Verschuur, Director Trade Conference Div., OFS, U.S. Dept. of Commerce.** Sponsor: Washington Chapter, American Marketing Assn.

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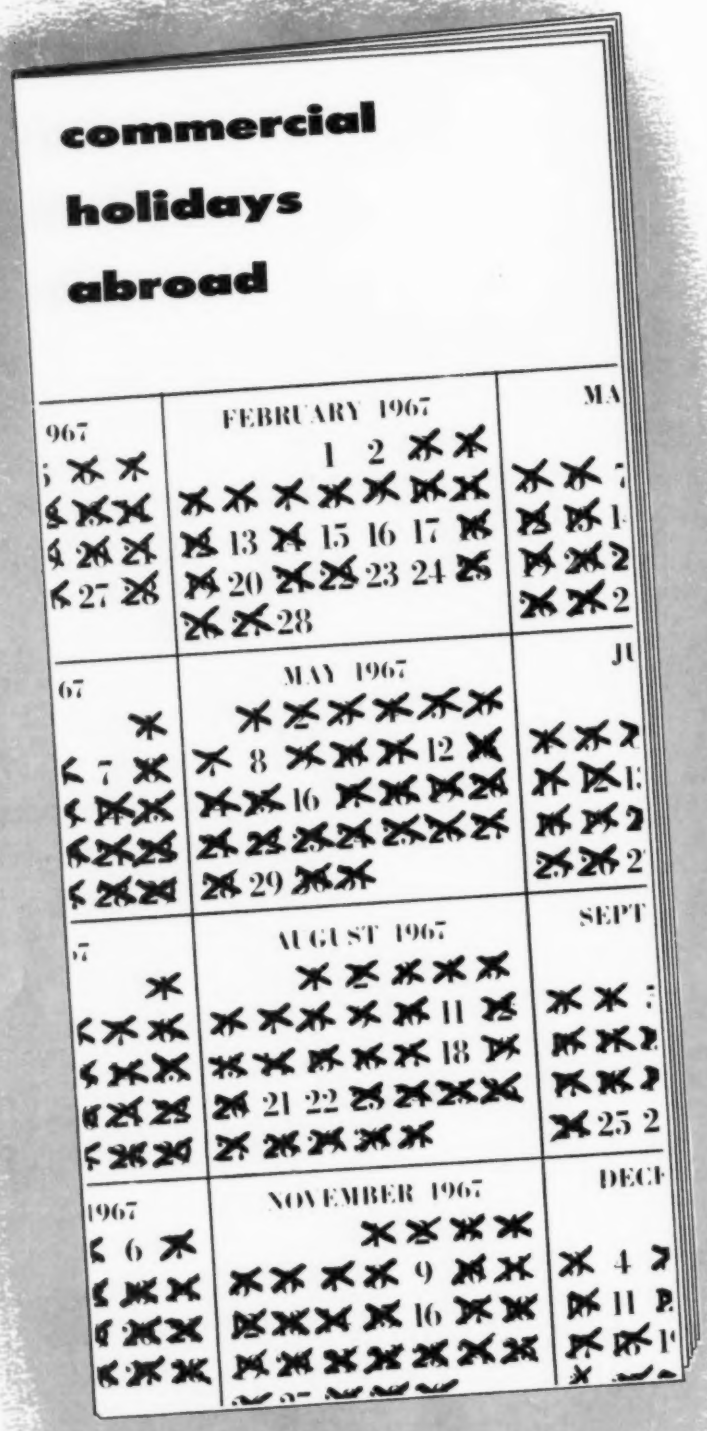

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Bureau of International Commerce